

# SOAP

A Monthly Magazine  
for Soapmakers

Vol. II

SEPTEMBER, 1926

No. 1

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## *The Purchasing Agent a la 1926*

The purchasing agent for one of the largest chemical consuming organizations in the world, recently stated to a representative of SOAP that the day when the buyer could do how and what he pleased with the seller, was past. Where, in days gone by, a sales representative was subject to almost every indignity on the calendar, according to the mood of the buyer, the time has come when the consumer appreciates that the suppliers of his raw materials are just as important to his business as the buyers of his finished goods. In short, he concluded, the buyer needs the seller just as much as the seller needs the buyer.

Of necessity, the purchasing agent, especially in a large organization, must limit the time given to each salesman. From a dozen calls, the buyer may find only one salesman who has anything of interest to say, but the information gleaned here may be worth the time wasted on the eleven useless interviews. The modern purchasing agent carries an open mind. He is ready and willing to listen to salesmen who have a real story to tell, for it is only through points of contact of this kind that new and better things make their way into industry. Through being receptive to new suggestions, a buyer does not shut himself off from outside progress. As pointed out by the purchasing agent in question, this contact is vitally essential to him in best serving the interests of his firm.

"We must buy that which will best fill our needs. We must get the most for our money. Strange as it may seem, however, these are seldom the goods which are offered at the lowest prices. The character of the house and its ability to supply us with unvarying quality is always worth a little more money. We buy closely, but not closely enough to make it dangerous. We never ask a supplier to cut his

price." These are a few of the points which stood out. Like the vogue in dress, the style of purchasing agents and purchasing methods have changed much in the past four or five decades.

*Value is not always commensurate with price. In most instances, however, price is a pretty good indicator.*

## *If You Export Soap*

That the soap and allied industries are not taking advantage of all points tending to aid their export business, was recently pointed out. The one thing in particular which is practically ignored by most soap exporters is the law allowing a drawback on imported raw materials used in the manufacture of exported merchandise. Were full advantage taken of this law, it should tend to help the exports of American soaps. As it is, when American soapmakers go into competition in foreign markets, particularly against British soapers, the Americans usually come off second best.

The drawback law was especially framed with a view of aiding American export business particularly where there is a tariff on imported raw materials which would otherwise preclude meeting competition in foreign markets. Where a consumer brings in an appreciable quantity of fatty oils, chemicals, essential oils, and similar products for the manufacture of goods for export, or to cover an export order received in advance, he should save all documents with the object of applying later for a refund of the duty which he originally paid on the raw materials. Where sufficient proof is submitted to the Customs authorities that the exported product does actually contain the imported material in question, or its equivalent in the same or derived products, the duty will be refunded in proportion to the

quantity of material exported up to 99 per cent of the original duty payment.

If this phase of the export business has been ignored—and it has in numerous instances because of the apparent red-tape involved—it might be worth while to secure full particulars about the drawback law from the nearest Customs House or else from the Customs Division of the Treasury Department in Washington.

*When a salesman knocks the product of a competitor, look out for him and his goods!*

### *The Future in Insect Flowers*

To all manufacturers of insecticides, the recent course of the market for insect flowers should be extremely significant. That the low prices which are ruling and have been for some time past, cannot go on forever, is quite apparent to anybody who has studied the pyrethrum market during recent years. Prices are too cheap today to remunerate the growers sufficiently to satisfy their ideas of a fair return for their labors. Particularly in Dalmatia, the peasants are not replacing dying pyrethrum plantations with new. They are going over to other crops. Japan has large stocks which have been coming out at figures with which Dalmatia does not care to compete.

At present, the world supply of pyrethrum is large. As the surplus is used up—and it will be, as sure as daylight follows dawn—the price will probably ride skyward, well above normal levels, as it has done in hundreds of past cases in marketing the products of nature. Dalmatia will undoubtedly be out of the field before Japan, that is, as far as flush production is concerned. With Dalmatia out, watch the Japanese shippers make the pyrethrum consuming world pay through the nose. This, likewise, has happened in a number of instances in the past.

From the viewpoint of the American consumer, the present low market for pyrethrum is quite agreeable. With new fly sprays coming out right along and the consumption of these products increasing steadily, however, the situation can be reversed very quickly. Those who have based their costs and selling prices on present prices of flowers, are quite likely to have to revise their cost figures upward a year or so hence. It is not so long ago that flowers sold for thirty and forty cents, not as a result of war conditions, but following a situation such as exists today. Fly spray manufacturers whose selling price of a branded article is more or less fixed, would find themselves in a difficult predicament if pyrethrum

cost were doubled or tripled. Flowers are cheap at present and those consumers who are not making a careful survey of the situation may pay for their lack of foresight.

### *An Unprecedented Response*

When the initial issue of SOAP was published a year ago, it included the following: "After a survey of the soap, disinfectant, and allied industries of North and South America, the need of modern, specialized trade-paper representation is obvious. The publication of SOAP has been launched by an experienced publishing organization to fill this need."

Self-praise is no recommendation. It is not for us to say whether the magazine has filled the need. Better for its readers to judge and give their decision. This they have done in a fashion far beyond our greatest expectations.

To state that we are gratified by the responses to a letter recently sent to all the readers of SOAP, asking for their opinion of our first year's work and for suggestions of subjects which they should like to see receive editorial attention, is to put it mildly. Our office was literally overwhelmed with responses. Practically every large soapmaker and manufacturer of disinfectants, insecticides, and similar products, and a great many of the smaller organizations—in every state in the Union, in Canada, in South America, in Cuba—wrote us a letter of commendation.

This file of letters from our readers is something of which we are proud. That we should like to reply to each and every one of them, goes without saying, but their number precludes this. Our thanks and appreciation we must extend here in our editorial columns. We should like to publish them, but to print a few without the rest, tells only part of the story. To publish them all, would fill several issues of SOAP to the exclusion of all else.

It is said that the cheers of the spectators can make or break a football team. With encouragement, a team can always do better, no matter how well it has done in the past. As SOAP enters its second year, we can assure our readers that their whole-hearted and unprecedented support will do this very thing for us.

A United States senator, a renowned educator, and a movie actor all died on the same day. The first two were given a column each on the inside of the newspapers while the actor's death was front page copy in large type. The actor's rise was described as "typically an American career." Such is fame in America!

# The Manufacture of Liquid Soaps

## *Methods and Raw Materials For the Best Results Summarized in a Short Non-Technical Discussion*

By J. L. BRENN,

*General Manager, Huntington Laboratories, Inc.*



IT HAS long been recognized that coconut oil is the standard fat or oil for the making of liquid soap, but ever since this type of soap has been becoming more popular, there has been noted an undertone of dissatisfaction among the consumers over the skin chapping and irritating properties of this soap. Many manufacturers have tried to lay this to the lauric acid content of coconut oil, others to poor saponification, but most to the presence of excess alkali. All of this may or may not be true, because in our own laboratories, we have made coconut oil soaps as good and as pure as it was physically possible to make them and yet they were the subject of the same complaints.

Bacteriological tests carried on over a period of time under varying conditions prove that a coconut oil soap possesses definite germicidal properties on the skin. This was found more marked when highly concentrated soaps were used along with warm water in washing the hands. These germicidal properties were not in evidence in soaps made from other commonly used oils and fats. This conclusively proves that there is something about a coconut oil that is different.

For these reasons, it has been found advisable to get away from the old hackneyed coconut oil idea and to use a blend such as 75% coconut oil, and 25% olive, linseed or soya

bean oil. The latter oils seem to possess certain qualities that have a toning effect upon the harshness of coconut oil and they therefore make a more desirable soap for toilet purposes where in contact with human skin.

Also, there is a difference in coconut oils. The recovered oil sells for as low as 8c a pound while the edible runs as high as 12c a pound, so there is a spread here of 4c a pound in the price of the oil alone and when one considers that a liquid soap containing 40% of anhydrous soap, it requires over two and one-half pounds of oil, it is quickly apparent where there is a strong temptation to save on the cost of the oil by using the lower grades.

The average consumer of liquid soap is willing to pay a reasonable price for it, and there is no

reason why he shouldn't get the very best kind of a soap. It is up to the manufacturer to furnish him the kind of soap that will build good will for the industry in general rather than the other way. This can be done only with the use of the best of raw materials to begin with, the proper method of manufacture in the second place, and last but not least, a soap that contains a minimum of 12% of anhydrous soap.

In practice, it is usually found advisable to make a soap with a high soap content such as 40% and then later, thin it down with distilled

**T**HAT an improvement in the general quality of liquid soaps on the market will be a boon to the entire liquid soap business, has always been contended by Mr. Brenn. Inversely, he holds—and experience has proved him right—that poor quality liquid soaps tend to injure the business in all products in this class.

Mr. Brenn has purposely avoided a too technical discussion of the subject, and says regarding this: "The writer feels that an apology is due the technical man for the manner in which this article is written, but this has been done to bring about a better understanding of the subject on the part of the many laymen engaged in the manufacture of liquid soaps with the hope that an improvement in the quality of their products will result. The end, therefore, justifies the means."—THE EDITORS.

water to make the lower percentage soaps. This makes for easier control over the kettle, insures more thorough saponification and conserves on the sizes of the tanks, kettles, etc. A number of houses in the business even find it advisable to specialize in the sale of such a highly concentrated liquid soap direct to the consumer and letting him do the diluting himself. The advantages of so doing are many and the ease with which a concentrated soap in liquid form can be diluted, makes it much more desirable to the heavy base soaps in paste form which are hard to dissolve.

### *Making the Soap*

The ideal way of making a liquid soap with 40% of soap solids is to take say three barrels of Cochin type coconut oil with a free fatty acid content of less than one-half of one per cent, and one barrel of good denatured olive oil. This oil mixture will have an average saponification value of 225, meaning that for every 1,000 pounds of oil approximately 225 pounds of actual caustic potash will be required to bring about saponification. Place this oil in a kettle, add an equal amount of distilled water, heat the two together to about 180 degrees Fahrenheit, then slowly add your potash, stirring vigorously while so doing and turning your heat off the kettle during this reaction. If the reaction becomes too vigorous, dampen it with a little cold distilled water.

Assuming that the four barrels of oil above mentioned will weigh an average of five hundred pounds each, we will have a total of two thousand pounds of oil in this batch, therefore, it will take approximately four hundred and fifty pounds of actual potash to saponify this oil. Good potash can today be obtained from a number of American manufacturers in liquid form with an average net potash content of 45%. It is advisable to buy this liquid caustic potash in preference to the solid, because the price is no higher, the troublesome handling and dissolving of the solid potash is done away with, in addition a cleaner solution of potash is obtained than is possible with the solid. Since we need 450 pounds of actual potash for our batch and the liquid caustic potash only contains 45% potash, we will have to use 1,000 pounds of the liquid for our batch.

Of the solids in our batch, we now have 2,000 pounds of oil and 450 pounds of potash, or a total of 2,450 pounds. Approximately 5% of these solids will turn into glycerin in the process of saponification so that our net soap solids in the batch will be 2,327 pounds. We want to make 40% soap out of this batch. A

gallon of 40% soap contains 3.37 of anhydrous soap, so our 2,327 pound batch will make 690 gallons of finished soap and it is a simple matter to calculate how much water we finally add to our batch before finishing it completely in order to obtain 690 gallons.

### *Soap Must Be Crystal Clear*

The cooking should be done vigorously and thoroughly and continued until the soap has become crystal clear. After cooking two or three hours, make a test with some phenolphthalein dissolved in alcohol by dropping two or three drops of this solution into a test tube full of the soap and if the reaction is red you have too much potash; if there is no reaction at all there is not enough potash. When the test tube of soap is cooled by placing it in water and this test is made with a faint pink reaction you have your batch properly balanced. A quick way of overcoming an excess of potash in a batch of soap is to add small quantities of oleic acid and cooking for fifteen minutes after each addition until the proper balance is arrived at. To add coconut oil in small quantities towards the end of the batch is too slow a process as it takes longer to saponify this oil than it does the oleic acid.

### *Perfuming the Soap*

Your batch finished and cooled for a couple of days, add a good perfume such as can be obtained from any essential oil house and pass the soap through a filter press into your storage tanks. The amount of perfume to use depends entirely on the amount and type of odor you prefer.

With this 40% soap in your storage tanks and a supply of distilled water on hand, you can make almost any percentage of liquid soap that you may require quickly and without a lot of fuss or bother. The principal thing to remember is that you don't want to make too thin a soap, as this not only spoils a good customer and booster for yourself, but for the industry as a whole as well, and it is a mighty short sighted policy at best.

One gallon of this 40% soap dissolved with one gallon of water makes two gallons of 20% soap. Two gallons of water with one gallon of this 40% soap makes a good average liquid toilet soap with a little over 13% soap solids. Lower than 13%, it does not pay to go.

Note: The writer feels that an apology is due to the technical men for the manner in which this article is written, but as stated in the beginning the purpose of these remarks is to bring about a better understanding of the subject on the part of the many laymen en-

gaged in the manufacture of liquid soaps with the hope that an improvement in the quality of their products will result. The end, therefore, justifies the means.

### Think Geranium Has Passed Bottom

Geranium oil prices have passed the bottom in the recent low market and are now on the upward trend, according to advices received by Ungerer & Co., New York, from both Reunion and Algeria. These advices indicate that the low prices recently prevailing on both types of geranium are a thing of the past and they may not be duplicated for many years to come. Not only have franc prices risen abruptly, but the better tone of French exchange is another factor making for higher prices.

"Only the unusual circumstance of two successive Reunion geranium crops of abnormal size coinciding with the collapse of the franc could have caused Bourbon geranium to sell so far below its real value as it did for a time. Strange to say, although there was no great over-production of the African oil, the price during the first half of 1926 fell below that of the Bourbon, an almost unprecedented occurrence for which the only reasonable explanation can be that consumers had bought so heavily of the Bourbon oil that when the 1926 crop of African was pressed for sale, no buyers could be found except at panic prices. As a result, African oil sold at the lowest price in a generation.

All this is now in the nature of ancient history. Surplus stocks of both types of oil have gone either into consumption or into strong hands, and spot prices, though slower to rise than replacement costs, are showing a strong tendency while the urgent buying which has been noted in Algeria and Reunion indicates that some factors did some unwise short selling at the bottom. Present spot prices on both types of geranium are around three dollars with every indication that coming crops will be no more than sufficient to balance current consumption which has expanded hugely so that a continuance of the upward tendency may be anticipated."

Since the start of industrial chemical activity in Japan in 1914, production has grown by leaps and bounds. Production of caustic soda has increased from 4,821 tons in 1914 to 23,902 tons in 1924. Soda ash has increased from 246 tons in 1914 to 2,206 tons in 1924. Glycerin, amounting to 1,439 tons was produced in 1924, where none was produced in 1914.

### Use Lion Fat In Soap Making

Rev. F. A. Ross, missionary and soapmaker, who has returned to England after twenty-two years work in Kambole, Central Africa, gives many interesting sidelights on soap-making in the jungles. He states that lion fat serves very well for making soap, and that hippopotamus fat also serves the same purpose admirably. By utilizing the fat of animals killed in the chase, he was able to sell soap to the natives at half the price they had been paying.

### A. C. S. Meets in Philadelphia

The American Chemical Society will meet in Philadelphia September 6-11 to celebrate the semi-centennial of its founding. It is expected that this will be the largest meeting in the history of the society, with between 3,000 and 4,000 chemical men attending. This meeting will be the major scientific attraction of the Sesquicentennial Exposition. A special feature of the meeting will be a "Pageant of Chemical Progress," which will illustrate American industrial progress by means of a number of exhibits.

Four factories have opened in France to produce grape seed oil as a substitute for castor-oil. The similarity in properties of the two oils has been known for some time, but hitherto the grape oil has been difficult to work up due to its rapid rancidifying. The French chemists now have conceived the idea of drying the seeds or extracting them immediately with trichlorethylene.

Frank L. Young & Co., Boston, entered suit on Aug. 15 against the Greenwald Packing Co., Baltimore, claiming \$9,000 damage resulting from an alleged breach of contract. Their claim is that the Baltimore firm agreed to purchase seven tank cars of light fish oils, but after accepting and paying for one carload, refused to take or pay for the remainder.

Exports of geranium oil from the Island of Reunion, for the season 1925-1926, amounted to 86,166 kilos, an increase of 16,235 kilos over the total for the previous season. The price of geranium oil during April, 1926, averaged 130 francs, or about \$4.407 per kilo.

The average price of bergamot oil, exported from the Messina district during May, 1926 was 100 lire, or approximately \$3.87 a pound.



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# A Review of Glycerin Technology

## Technical Developments of the Past Seventy Years Discussed in the Light of Modern Glycerin Production

By A. CONTARDI

### Part I.

**I**N THE year 1855, Price's Patent Candle Co. introduced on the market for the first time chemically pure glycerin obtained by distillation, and for ten years thereafter the production of pure glycerin was almost exclusively limited to this concern. Saponification with sulphuric acid was exploited by this as well as other companies. The glycerin, obtained in this manner, is quite brown and cannot be decolorized either with animal charcoal or other common decolorizing agents. To obtain glycerin in common commercial purity, the manager of this plant, George Wilson and his colleague George Payne, distilled it with steam at the ordinary pressure. The first glycerin distilling plant on the Continent was founded ten years later in the Spring of 1866. This was the Deite works in the Potsdam stearin factory.

In the Spring of 1867, after the discovery of kieselguhr dynamite by A. Nobel, a sample of Deite's steam distilled glycerin was sent to Nobel, who answered that, "Your glycerin is very fine, but too dear for my purpose: a glycerin, as pure as possible and of 30 degrees Be, suits my purpose." While the simple refined glycerin was suitable for Nobel's use, today industry demands higher degrees of refinement. The reason for this is found in the greatly diversified character of the technical problems of the nitroglycerin explosives industry, and also in the fact that today large quantities of

nitroglycerin are prepared in a single mix. Hence the requirements of stability and lasting explosive quality of the explosives have increased far beyond those originally demanded. Then again, important changes have also taken place in the fat industry, changes which concern both the fat splitting process as well as the quality of the raw materials used therein. The glycerin obtained in this way answers only in a very small degree the requirements specified by Nobel of a glycerin suitable for dynamite making.

There has been a very marked increase within recent times in the consumption of distilled glycerin. The demand for this product is so great even in times of peace that the principal source of supply, the fat industry, is scarcely able to meet it, in spite of the fact that certain fats, which were hitherto regarded too low in quality to be split, are now being converted into glycerin. There are two main processes involved in the purification of

**I**N the *Giornale di Chimica Industriale ed Applicata*, Sig. Contardi, the European authority, recently completed a series of comprehensive articles reviewing the technical progress in glycerin production and refining since 1855, when the distilled product was first introduced on the market in England.

Sig. Contardi's review was acknowledged in Germany by republication in the *Zeitschrift der deutschen Oel und Fettindustrie*, 1926, 226 ff. It has been translated into English for publication in *SOAP*. The first section of the series is given herewith. The balance of the series will be published in subsequent issues of *SOAP*.—The Editors.

glycerin, namely distillation and crystallization. The latter process appears on its face the cheaper and the easier method. However, it has never given good results in practice, in spite of extensive experimentation.

Since the firm of F. A. Sarg accidentally obtained in the winter of 1866-67 in their London plant, a large quantity of glycerin of 30 degrees Be by crystallization, no further practical results were obtained with the crystallization process until the year 1873. The first

glycerin crystallization obtained by Sarg was studied by Crookes. According to his investigations, the crystals melt easily to give a clear, colorless liquid, which contains slight traces of chlorine. However, this liquid will crystallize no more, even when it has been cooled to minus 18 degrees C. From this observation and also from the work done on the same problem by Woehler, it has been concluded that the various unimportant impurities of the glycerin aid in its crystallization.

Nevertheless, in the year 1873, Nitsche crystallized very pure glycerin. Krauth of Hanover, Germany, was granted a patent in the same year on the purification of crude glycerin by crystallization (German Patent No. 87,100). This method was actually used in isolated cases. Crystallization was easily accomplished and the results were good, but then for no clear reason, it failed altogether in certain cases dependent on the origin, purity and density of the glycerin. I, myself, received a very large shipment of crude glycerin in November, 1912, from the firm of Lanza and Borsine for testing purposes. This glycerin was contaminated with trimethylene glycol, free fatty acids, glycerides soluble in glycerin, acid and basic nitrogen compounds, and was purified by distillation in the Nobel dynamite works at Avigliana. This glycerin crystallized from the crude condition with such ease that the external tubes through which the product flowed were completely clogged up with crystals which had formed during the short time that the glycerin remained in them. However, when the same glycerin had been distilled, it no longer crystallized, even when cooled down to minus 20 degrees C. It has accordingly been concluded that the crystallization of glycerin is a process which is too uncertain to be used in practical operations. The only process that remains therefore is distillation.

According to the quality of the crude glycerin, purification by distillation is more or less difficult to accomplish. Furthermore, there are two factors which exert a potent influence on the quality of the refined glycerin. These are the splitting process and the quality of the raw product. At the present time the demand for dynamite glycerin is very strong. This product must be strictly within specifications and nevertheless the price is still quite low. The distiller is mostly not the producer of the crude glycerin, or the producer of the crude glycerin is not able to make enough of the crude product to keep the distillation plant running. Furthermore, the producer does not always make enough raw glycerin to make it worth while having a distillation plant avail-

able. For this reason, both good and poor raw glycerins are found on the market. Hence, the distiller of glycerin has no influence on the factors that control the quality of the raw product. However, the price received for dynamite glycerin is sufficient only in the rarest cases to make it possible to redistill a low quality glycerin twice, or refine it to such an extent that a product is obtained in one distillation whose properties are such as to make it suitable for nitration.

A glycerin is rarely found on the market that has been entirely manufactured from the same kind of fat. The ordinary glycerins are mostly derived from a mixture of fats and are obtained by various splitting processes. The purer grades of distilled glycerin, due to the prices that they bring, afford the manufacturer greater latitude, so that repeated distillation, whenever necessary, is practiced and is profitable. Nevertheless, the demand for such highly refined glycerins is very small in comparison with the demand for dynamite glycerin. Hence when the manufacturer desires to be in the position to manufacture all the various grades of glycerin, he must take as the basis of his industry the quality of glycerin used for dynamite making.

#### *Various Saponifying Processes*

WHEN the various saponifications processes, used at the present time, are studied and compared one with the other, it is possible to divide them into two main classes, on the assumption that they are all carried out with the greatest of care from the standpoint of the quality of the glycerin produced. In the first class, belong those processes which give the best grade of crude glycerin, namely autoclave splitting with the aid of lime, magnesia, zinc oxide or metallic zinc as catalysts, and also mixed splitting, carried out in an autoclave with the aid of concentrated sulphuric acid, and finally the Krebs process. The second class includes the Twitchell process, enzymatic splitting and the sulphuric acid process. However, the last named process is today out of date, as it is used but little and only for splitting the lowest grades of fats. The fatty acids obtained by this process must be distilled. The glycerin product up to the time of Payne and Wilson was considered as non-refinable. At the present time, the product comes into the market under the designation of distilled glycerin.

Easily-refined and distilled glycerin is obtained from the autoclave process which is always carried out with the aid of catalysts.

Even in the case where low grade fats are employed, a product is obtained which contains less trimethyl glycol than the product secured from the same raw material saponified by the Twitchell process. The autoclave splitting process is not very well suited in just one single instance, and this is where the fatty materials have previously been extracted with the aid of carbon tetrachloride. In this case, the crude glycerin contains quite an appreciable amount of non-volatile residues, and the distillates are accordingly contaminated with chlorinated organic derivatives which are difficult to eliminate. This is explainable in the following manner. The carbon tetrachloride, left behind in the fatty materials, on coming in contact with the iron of the extraction apparatus, is partially converted into hexachloroethane under certain definite conditions, and the latter substance is also contained in the fats that are obtained in this manner. This halogenated derivative forms complex compounds with the metals that are employed as catalysts in the splitting process and also with the glycerin. These complexes are not removable any longer by the ordinary treatment. However, such cases are rare and easily avoidable.

The Krebitz process, which was first used in the year 1902 (German Patent No. 155,108) is nothing more than a simplification of the common lime process. It is used but little in practice today; nevertheless, it gives a good quality of crude glycerin which is easy to refine. The various glycerins which are prepared in accordance with these processes are classed as one under the designation, glycerin obtained by saponification. For they possess all the special properties which long continued use has required of this class of glycerin. When the crude glycerins, that are obtained by one or another of the splitting processes, are compared (all being derived from the same fatty substance), certain advantages are found in one not possessed by the other. And these differences are even greater when the distilled glycerins are compared.

The most accurate and safest reaction determining the quality of glycerin is the one devised by Angeli. Two cubic centimeters of glycerin are placed in a cylinder of fifteen cubic centimeters capacity provided with a ground glass stopper and the glycerin is mixed with eight cubic centimeters of distilled water. Three drops of a one percent solution of potassium permanganate are added to this solution. The mixture must remain violet for a period of one minute without changing to a brownish tone.

On the other hand, the glycerins that are obtained from the splitting processes, included in class two above, are incorrectly called glycerins obtained by saponification. They do not possess the valuable properties of the products obtained from the first class of manufacturing processes. In fact, they are often of lower grade than the glycerins that are recovered from the spent lyes, particularly when they contain certain organic impurities and in spite of the fact that they contain less ash than the spent lye glycerins.

*(To be continued)*

At the London offices of the British Department of Overseas Trade there is a collection of foreign made soaps and cosmetics, which successfully compete with British products in the export market. Accompanying this collection is a collection of data concerning the prices, terms and discounts on these products, as well as a report on the extent of the demand for foreign products.

The United States imported 1,141,926 pounds of crude glycerin, with a value of \$164,796, during June, 1926. France furnished 641,133 pounds, over 50% of the total requirements. Imports of refined glycerin during the same period totalled 512,826 pounds, with a value of \$97,181. Germany supplied more than half of this total import.

At a recent meeting of the American Druggists Syndicate, the shareholders approved the plan of the directors to give control of the syndicate for a period of ten years to the Schulte Stores Corporation. During this ten year period the Schulte organization guarantees 6% dividends to the shareholders.

The whaling industry is keeping up with the modern mechanical age by attempting to substitute speedy launches for the old wooden vessels, formerly in use. In New Zealand one company has secured a launch capable of making a speed of forty-five miles an hour.

Exports of dental creams, during June, 1926, totalled 254,147 pounds, with a value of \$259,364. Exports of other dentifrices amounted to 43,458 pounds, with a value of \$42,964. The United Kingdom was the leading consumer of these American products.



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Quality of products—fairness  
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**SOLVAY!**

**76% Caustic Soda**

Solid—Flake—Liquid

**Light 58% Soda Ash**

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Yellow  
Brown

# Fat and Oil Data For Second Quarter 1926

*Production, Consumption, Exports and Imports, With Factory and Warehouse Stocks June 30, 1926*

THE Department of Commerce announces that the factory production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended June 30, 1926, was as follows: Vegetable oils, 416,508,975 pounds; fish oils, 8,149,876 pounds; animal fats, 542,465,032 pounds; and grease, 89,953,684 pounds; a total of 1,057,077,567 pounds. Of the several kinds of fats and oils covered by this inquiry, the greatest production, 415,930,980 pounds, appears for lard. Next in order is cottonseed oil with 162,999,207 pounds; linseed oil with 145,328,-

656 pounds; tallow with 124,197,159 pounds; coconut oil with 64,406,590 pounds and corn oil with 27,486,783 pounds.

The production of refined oils during the period was as follows: Cottonseed 190,113,979 pounds; coconut, 64,745,278 pounds; peanut, 1,936,828 pounds; corn, 25,918,665 pounds; soya-bean, 2,366,810 pounds; and palm-kernel, 4,249,250 pounds. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

## PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS

	Factory operations for the quarter ending June 30, 1926 (pounds)	Consumption (pounds)	Factory and stocks Warehouse stocks June 30, 1926 (pounds)
<b>VEGETABLE OILS:</b>			
Cottonseed, crude	162,999,207	237,748,067	15,406,020
Cottonseed, refined	190,113,970	248,364,167	191,741,402
Peanut, virgin and crude	3,093,372	2,332,077	1,063,006
Peanut, refined	1,936,828	1,973,638	1,110,742
Coconut, crude	64,406,590	105,151,692	65,796,487
Coconut, refined	64,745,278	57,749,740	12,372,145
Corn, crude	27,486,783	30,594,000	6,868,496
Corn, refined	25,918,665	7,246,302	11,065,480
Soya-bean, crude	873,902	5,517,420	4,965,232
Soya-bean, refined	2,366,810	2,048,426	2,429,061
Olive, edible	21,331	623,487	8,118,491
Olive, inedible	685	3,017,320	3,759,765
Olive foots	—	9,438,247	8,230,607
Palm-kernel, crude	—	32,844,911	12,796,219
Palm-kernel, refined	4,249,250	2,587,460	1,825,585
Rapeseed	89,180	3,623,570	3,624,596
Linseed	145,328,656	107,280,911	128,556,548
Chinese wood	—	22,448,035	19,890,464
Chinese veg. tallow	—	1,224,722	840,520
Castor	11,447,480	4,424,685	7,343,230
Palm	—	28,486,691	28,632,733
All other	761,789	2,073,995	5,522,962
<b>FISH OILS:</b>			
Cod and cod-liver	199,042	2,921,487	4,105,523
Menhaden	1,456,666	11,222,735	8,363,890
Whale	794,775	19,550,792	40,952,686
Herring	5,438,978	1,780,955	5,875,054
Sperm	73,500	188,338	1,105,114
All other	186,915	795,869	1,246,899
<b>ANIMAL FATS:</b>			
Lard, neutral	12,654,734	5,910,495	6,717,930
Lard, other edible	403,276,246	3,022,285	99,004,914
Tallow, edible	13,821,409	10,776,767	5,094,624
Tallow, inedible	110,375,750	132,457,433	85,866,687
Neat's-foot oil	2,336,893	1,313,633	1,496,554
<b>GREASES:</b>			
White	17,603,010	7,881,936	8,146,638
Yellow	16,091,992	15,571,951	9,743,061
Brown	9,602,017	6,574,077	6,943,789

## GREASES:

	Production (pounds)	Consumption (pounds)	Factory and ending June 30, 1926 Wareh's stocks June 30, 1926 (pounds)
Bone .....	5,648,643	147,777	2,317,658
Tankage .....	11,609,877	511,243	3,305,080
Garbage or house .....	21,026,727	19,676,189	9,488,503
Wool .....	1,238,197	1,354,756	2,172,902
Recovered .....	4,325,364	2,567,140	1,421,422
All other .....	2,807,857	2,266,007	2,001,219

## OTHER PRODUCTS:

Lard compounds .....	270,660,445	107,960	15,532,643
Hydrogenated oils .....	100,374,291	99,402,003	13,640,924
Stearin, vegetable .....	1,122,198	3,018,695	1,661,188
Stearin, animal, edible .....	19,353,097	15,023,651	7,356,553
Stearin, animal, inedible .....	5,278,979	3,926,013	2,619,807
Oleo oil .....	43,967,498	11,655,642	13,717,570
Lard oil .....	6,411,466	4,397,057	4,309,208
Tallow oil .....	2,390,066	2,172,837	2,165,767
Fatty acids .....	34,642,020	42,243,531	4,959,097
Fatty acids, distilled .....	18,633,058	19,685,788	2,736,961
Red oil .....	12,818,111	5,073,122	7,389,825
Stearic acid .....	7,870,065	2,553,246	4,507,993
Glycerin, crude 80% basis .....	27,050,113	32,984,400	5,832,755
Glycerin, dynamite .....	12,106,681	8,848,174	8,674,023
Glycerin, chemically pure .....	16,187,692	1,501,520	5,400,138
Cottonseed foots, 50% basis .....	78,631,724	62,360,927	49,705,208
Other vegetable foots, distilled .....	33,320,828	47,361,604	7,071,319
Other vegetable foots .....	10,728,650	9,107,012	2,515,817
Other vegetable foots, distilled .....	702,292	117,815	326,089
Acidulated soap stock .....	26,109,979	22,426,044	25,189,902
Miscellaneous soap stock .....	1,159,369	1,330,140	229,680

## IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDING JUNE 30, 1926

	Pounds		Pounds
Whale oil .....	42,392,362	Palm-kernel oil .....	31,751,820
Cod and cod-liver .....	6,516,825	Peanut oil .....	1,016,865
Other fish oils .....	1,064,055	Rape oil .....	1,984,695
Beef and hog fats .....	5,536,690	Linseed oil .....	10,164,773
Wool grease .....	2,292,716	Sesame oil .....	1,198,784
Chinese wood oil .....	10,272,940	Soya-bean oil .....	8,272,130
Coconut oil .....	50,517,053	Vegetable tallow .....	1,471,955
Olive oil, edible .....	24,059,726	Vegetable wax .....	2,347,362
Olive foots .....	12,760,051	Other vegetable oils .....	3,943,885
Olive oil, denatured .....	3,958,373	Glycerin, crude .....	4,028,090
Palm oil .....	38,667,056	Glycerin, refined .....	1,353,167

## EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDING JUNE 30, 1926

	Pounds		Pounds
Oleo oil .....	28,504,854	Stearic acid .....	180,390
Neat's-foot oil .....	278,199	Other animal greases, oils and fats .....	16,871,557
Other animal oils .....	141,832	Coconut oil .....	3,067,641
Fish oils .....	154,286	Cottonseed oil, crude .....	5,019,138
Oleo stock .....	5,043,619	Cottonseed oil, refined .....	1,343,861
Tallow .....	3,041,651	Linseed oil .....	632,510
Lard .....	177,796,073	Soya-bean oil .....	67,969
Lard, neutral .....	4,603,880	Corn oil .....	539,743
Oleo and lard stearin .....	2,203,092	Vegetable lard compound .....	1,454,460
Grease stearin .....	948,530	Vegetable soap stock .....	4,206,099
Red oil .....	422,023	Other vegetable oils and fats .....	2,404,510
		Glycerin .....	166,098

During the season of 1924-1925, there were 530 cotton oil mills in operation in this country. In Texas, there were 171 mills operating, more than in any other state. The average capacity of the mills was between 8,000 and 9,000 tons.

American cottonseed crushers handled

5,538,503 tons of seed during the year ended July 31, 1926, an increase of 1,000,000 tons over the figure for the previous year. Exports for the year were as follows: Oil, crude, 36,670,059 pounds; refined, 21,053,658; cake and meal, 355,849 tons, and linters, running bales, 107,079.

## Glycerin Imports Continue Large

Imports of glycerin continue large, according to Parsons & Petit, New York, in their report of the market issued Sept. 3rd. They stated: "Dynamite: There has been more inquiry this week and some business is reported, but the total is of small proportions. Buyers have had no difficulty in satisfying their needs. Sales have been made at 27½c and 27c both in the East and Middle West, the lower figure being the last. There are sellers of September and October at 27c. The foreign market, is working down to ours; cables within the last few days from Europe contained offerings at a trifle over 27½c c.i.f., duty paid, drums included, laid down at a U. S. Atlantic Port. We are told, on good authority, that there are other substitutes besides Ethylene Glycol, which are being used satisfactorily, in the manufacture of explosives; we rather imagine, however, that at the present prices, of the different materials, Glycerine is preferred, but at the extreme level recently reached, by the latter, some of its popularity may be lost. Imports continue, at high figures, over 500 tons having arrived last week.

"Crude is still a drug on the market and no doubt the large imports are responsible to a certain extent. Buyers' views are 17c basis of 80% loose, delivered, for Lye, while sellers are asking 18c. Saponification may be said to have a value of 19c to 19½c basis of 88% loose. Chemically Pure: Refiners seek to maintain the 31c bulk price. A Japanese Government inquiry appeared here this week, for 135 tons; this request for bids, arrives periodically, but the business usually goes to Europe, which will undoubtedly be the case this time."

Any ordinary soap is active enough so that in a thorough washing of the hands with the formation of a good lather, any adhering diphtheria bacilli, streptococci and pneumococci are killed, says: J. E. Walker in the *Journal of Infectious Diseases*. Coconut oil soap is the only soap that will kill typhoid bacilli and this occurs only when the hands are washed for three minutes with an exceedingly thick lather.

A machine for moulding and stamping soap has recently been invented by Mr. F. de Lanversin (French Patent 604190). The invention consists of an automatic machine with three radial moulds similar to those in current use. The moulds are charged and emptied automatically by a band conveyor.

## Postpone Castile Soap Hearing

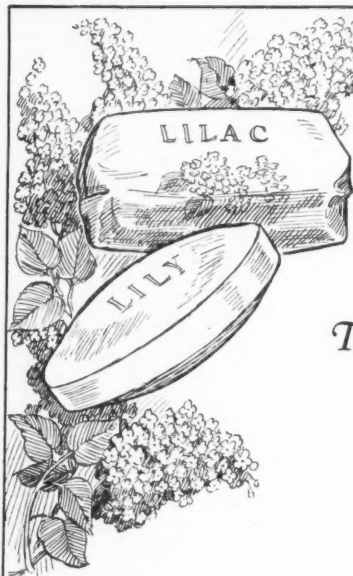
Hearing before the Federal Trade Commission of the castile soap misbranding case against James S. Kirk & Co., Chicago, was postponed again from Sept. 7. The new date set for the hearing now stands as Monday, Oct. 4. The hearing was originally set for July 21 after a previous denial of a motion by Kirk's attorneys to dismiss the case. It was then postponed to Sept. 7 and again to Oct. 4. The Commission set Jan. 1, 1927 as the date by which present stocks of non-olive oil or part olive oil castile soaps, labelled as such, may be marketed in all trade channels.

During June, 1926, Great Britain imported 20,850 cwts. of soap, valued at 50,330 pounds, and exported 134,006 cwts., valued at 324,997 pounds. Exports of imported merchandise amounted to 410 cwts., with a value of 1,980 pounds. Similar figures for the six months ending June 30, give exports of 756,450 cwts. of soap, valued at 1,780,594 pounds, and imports of 148,148 cwts., valued at 355,886 pounds.

American manufacturers may have an opportunity to supply the Constantinople market with sodium carbonate and caustic soda, due to reported poor handling of the trade by the Russian concerns which now carry the business. Interested parties should write to the Chemical Division of the Bureau of Foreign and Domestic Commerce, Washington, D. C. Constantinople uses about 600 tons of sodium carbonate annually.

The tendency in the French toilet soap industry is only to supply the home and colonial markets, according to an article in a recent issue of the *British Soap Manufacturer*. Toilet soap manufacture is dwindling due to the activities of the British, American, Japanese and Chinese soap interests. Only the best high-grade Paris toilet soaps are being exported.

During the first six months of 1926, British exports of crude glycerin were only 1,045 tons, as compared with 1,730 tons for the same period in 1925. Figures for the same periods show that exports of distilled glycerin increased from 3,514 tons to 3,764 tons for 1926. Caustic soda increased during the same period from 41,520 tons to 47,290 tons, while disinfectants and insecticides showed a decline from 10,329 tons for 1925 to 9,795 tons for 1926.



# Terpineol

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*The Enchanting Fragrance of Lilac*

IT is seldom that we in the Perfumery business encounter a product which possesses such unquestionable superiorities as Lienau & Company's Terpineol.

In the manufacture of this Perfume base Lienau has been successful in eliminating all by-odors without sacrificing any of the true odor strength.

Lienau's Terpineol has the enchanting fragrance of Lilac. It is also used as a base for Lily compounds. And because of its high odor value and its neutralizing effect on soap fats, it is, beyond the question of a doubt, without equal as a Perfumery agent for soap materials.

Terpineol made by Lienau has gained the unanimous approval of the trade simply because of its superior quality. Soap manufacturers, striving for a product of exquisite fineness, insist on the use of Lienau's Terpineol.

Let us send you a sample vial of this product. Acquaint yourself with the facts. Write us today. Your request will receive immediate attention.

### *We Recommend*

#### **LIENAU & COMPANY'S TERPINEOL**

#### *for several reasons*

- § Lienau & Company manufacture Terpineol exclusively.
- § They manufacture large quantities, employing a perfected process of their own, and are therefore in a position to offer an article of uniform quality and at a very low price.
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- § "Boiling Point," commences at 216° C., mostly boils between 216° and 218° C., and 96 to 98 per cent between 216° and 221° C.
- § Terpineol is guaranteed to be of absolute purity.
- § Terpineol is water white and water free.
- § Terpineol is in every way standard from a Chemical standpoint.

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# The Outlook in Geranium Oil

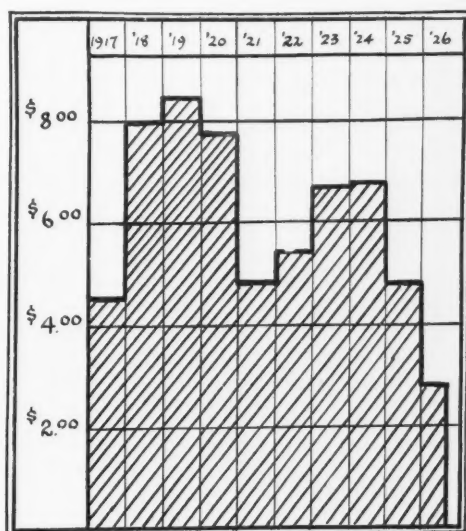
*With a Reduction of 40,000 Kilos in 1916-27  
Production, Prices Up 25% in Bourbon Islands*

FROM present indications, the 1926-27 production of Bourbon geranium oil will be well below 100,000 kilos. This compares with a production of 160,000 kilos in 1924-25, and 125,000 kilos in 1925-26, both extremely large overproductions. The normal production of oil in the Reunion Islands ranges from 80,000 to 100,000 kilos. Thus, during the past two seasons, a full overproduction equivalent to a normal seasonal output, has been turned onto the market. The effect, as is well known has been to drive the price to extremely low levels and to cause severe losses to dealers and consumers, most all of whom were reported fairly well stocked with oil when it passed the \$3.00 mark on the way down.

Most all factors in the American market looked for a turn in the decline when geranium prices got under \$3.00. Some of the largest importers bought heavily at \$2.75 and thereabouts, only to find within a short time that they faced losses of 25c to 30c per lb. on all their purchases. A combination of a falling market in French exchange and a large weakly held surplus of oil in primary markets, was too much for prices in the United States to withstand. The result was that quotations dropped under \$2.50 for spot oil and stayed there for some time.

Within the past month, shippers in Reunion have advanced their quotations for geranium some 25 per cent. These advances bring prices up to \$3.00 or more for shipment. On spot, the market has not responded at once to the rises in primary markets owing to the stocks which are being carried by both dealers and consumers. The interest in shipment oil at this time is not active for this reason. However, the bottom point has been passed in the spot market, from all indications, and the price is far more likely to continue upward than it is to react due to a temporary lack of buying interest. The consumption of geranium is at its height owing to the low prices which have prevailed and any surplus will in all likelihood be cleaned out quickly.

Although African geranium suffered a similar drop to Bourbon, there was really no actual reason in the production figures to indicate that



Average price each year of Bourbon geranium oil for the past ten years. Charted price per pound in drums at New York. High \$8.50 in 1919; low \$2.75 for the first eight months of 1926. Average for the ten year period \$5.99. Yearly averages were:

1917	1918	1919	1920	1921
\$4.55	\$8.00	\$8.50	\$7.75	\$4.75
1922	1923	1924	1925	1926
\$5.40	\$6.70	\$6.75	\$4.75	\$2.75

anything was the cause of this except lack of demand. When African oil was offered, practically all consumers were stocked up with Bourbon oil at what they considered cheap prices. The demand for African oil, therefore, was practically nil and its price dropped to the lowest levels of many years along with Bourbon figures. With consuming channels already literally choked with Bourbon oil, who was in a position to buy the African?

The opinion was expressed when the market for Bourbon geranium was under \$2.50 that those who had bought at \$3.00 were still in a favorable position compared with costs over a long period of years on the same commodity. Likewise, it was said that holders of \$3.00 oil would find their costs under the market before their stocks of oil were used up. If the

present movement carries on, this will undoubtedly be true. From all indications, most of the oil held today cost considerably more than \$2.50. At \$2.50 and under, there was very little buying. If there had been, the price would not have remained as low as this for as long a period as it did. Had there been any concerted buying at \$2.50, the price would have been back over \$3.00 in a very short time.

At \$3.00, geranium is under cost of production. That oil stocked at this level or less is bound to be good for a long pull, is apparent on its face. Already, the Islands have begun to cut down their output. The 1926-27 production will probably be 35,000 or 40,000 kilos under 1925-26, a cut of 30 or 35 per cent. Next year, the likelihood is for a further reduction unless prices rise to sufficient heights to make it unusually attractive to produce geranium.

Those importers of geranium, who, along with many of the large consumers, were forced to take heavy losses this year, are now indicating their position as distinctly bullish. They were bullish at \$3.00 on the way down and backed their position with purchases. That they were wrong, has been proved. However, they now point to geranium as definitely on the rise and state that the low levels of last month and the month before cannot recur for another year at least. The feeling of primary market shippers as to the future is evident in their quotations which stand above spot American prices.

### Co-operative Work on F. F. A. Tests

The American Oil Chemists Society, through its Refining Committee, will conduct a series of tests in determining F. F. A., starting this month. Each month, until next June, samples will be sent to participants in the tests, the individual results will be tabulated and an average will be determined. The samples will be sent from the Procter & Gamble laboratory, at Ivorydale. The object of the work is to improve accuracy throughout the industry.

The village of Monsanto, the home of the Monsanto Chemical Works, near East St. Louis has voted to incorporate. The district has a population of 260 and an area of 1½ square miles.

A patent for saponaceous cleansing compounds and water softeners was granted to J. Richardson and J. J. Richardson, Kensington-Upon-Hull, England, May 12, 1926. English Patent No. 249,207.

### Foreign Trade Opportunities

American firms can secure complete data regarding the following opportunities for export business by communicating with any branch office of the Bureau of Foreign & Domestic Commerce or by writing direct to the main office in Washington. Be sure and give the number of the item in writing.

21,215—agency, cheap laundry soaps, Hayti.

21,220—agency, toilet soaps, Egypt.

21,213—purchase and agency, toilet and shaving soaps, Sweden.

21,317—purchase, creosote, Venezuela.

21,310—insecticides, agency, especially moth exterminators, Italy.

21,498—purchase, deodorizing liquid, Sweden.

21,498—purchase, toilet preparations, Sweden.

21,489—agency, toilet preparations, Czechoslovakia.

21,489—agency, soaps, Czechoslovakia.

21,816—agency, floor polish, Madeira.

21,603—agency, soaps, Cuba.

21,900—purchase, toilet preparations, Italy.

21,847—agency, caustic soda, Peru.

### Bertrand Freres Incorporates

The Grasse, France, perfuming material house of Bertrand Freres, represented in this country by P. R. Dreyer, New York, has incorporated an American company. P. R. Dreyer is president, Emile Schlienger, of Grasse, is vice president, Auguste Mueller, also of Grasse, is secretary-treasurer and O. C. Ispell, New York, is assistant secretary-treasurer. M. Schlienger is expected here about the middle of this month.

Concerns interested in securing full information concerning the conditions under which samples and advertising matter may be shipped to the Near and Far East, the countries of Africa and the colonial possessions, may secure same by referring to Trade Information Bulletin No. 427, which may be obtained by sending 10c to the Superintendent of Documents, Government Printing Office, Washington, D. C.

Analysis of a sample of cosmetic taken from the tomb of Tutankh-Amen at Luxor, having been sealed up for 3,300 years, revealed that it was made of 90 per cent neutral animal fat and 10 per cent of undetermined resins or balsams.

## Detection of Extracted Olive Oil

Olive oils obtained with solvents and those which have been extracted from the pressed residue and then refined are readily identified, even when present in small proportion, in olive oil obtained by pressure, by the following reaction, which is similar to Morawsky's reaction for resins. Two or three c.c. of the oil are heated in a test-tube, with an equal volume of acetic anhydride, the liquid being shaken for a short time, cooled, and filtered through a small filter previously wetted with acetic anhydride. When brought into contact in a porcelain dish with a few drops of concentrated sulfuric acid, the filtrate soon yields a cherry-red coloration. Addition of a few c.c. water to the product of this reaction gives a more or less intense green coloration, which gradually disappears.—S. Fachini in *Giornale di Chimica Ind. Applicata*.

## U. S. Leading Buyer of Spanish Oils

There was a greatly increased movement of essential oils from Malaga to the United States in May, according to the customs statistics. Shipment to the American market constituted practically the only exports as the only other shipments were 200 kilos to France and 100 kilos to Germany, according to a recent report from Consul Austin C. Brady, Malaga, Spain. Exports to the United States for May consisted of 29,564 pounds of rosemary valued at \$12,401; 3,731; 1,157 pounds of lavender valued at \$4,876; 2,561 pounds of juniper valued at \$452; and 1,157 pounds of thyme valued at \$809; a total of 37,013 pounds valued at \$18,538, compared with a total of 5,722 pounds worth \$6,801 in April, and 20,628 pounds worth \$7,779 in May of last year. There were reductions in quotations on lavender by all producers and one interior producer has reduced the price of thyme. Rosemary prices remain about the same.

Soap exports from Palestine increased from 4,809 tons during 1924 to 5,855 tons during 1925. The value of the soap exported increased from \$1,000,000 to approximately \$1,200,000. Better quality soap is being manufactured by the improved methods which are being introduced.

E. A. Sesselmann, head of the jobbing division of the Grasselli Chemical Co. in New York for twelve years, has joined the sales department of the Kalbfleisch Corp., New York.

## Toilet Articles Sales Up

Federal Reserve Board figures show that sales of toilet articles and drugs during July, 1926, were 1.9% greater than during the corresponding period in 1925. Large increases were reported in San Francisco and Chicago, which offset the decline in sales in Boston. Stocks on hand were 4% larger than those of the year before, with New York, Dallas and San Francisco showing large gains.

## Copra Stronger at Manila

Although the most recent copra report to the Department of Commerce, dated August 27, at Manila, stated that the market there was quiet and practically unchanged in price, at 12¾ to 14 pesos per picul, advices received in the trade here indicate that the island's position has been strengthened somewhat and that higher figures were being named. The Government report stated that all mills were operating.

Charles L. Huisking, Inc., New York chemical brokers, say regarding the business outlook: "August closed with a good volume of trading going on and the trade generally feels that the results for the month will show up well. The confident feeling that Fall and Winter trade will be of better volume seems justified in view of the steady gain that is being made in volume."

Census figures for 1925 show that the value of the perfumery, cosmetics and toilet preparations produced had increased 19% over the total for 1923. In 1923 products to the value of \$119,237,000 were turned out, while last year's total reached \$141,488,000.

Richard Siller, Lysol, Ltd., London, is at present visiting in the United States. He can be reached through Lehn & Fink Prods. Co., 250 Park Ave., New York.

Despite predictions to the contrary, production of olive oil in Spain during the 1925-1926 season has very nearly equalled the production figure for the previous year. The official estimate is 361,000 short tons, only 8,000 tons short of last year's production. Spanish olive acreage is estimated at 4,149,000 acres against 4,090,000 for the previous year.



# SAPOFIXIN

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in your Soaps as reinforcers.

—♦♦—  
Sapofixin Eau de Cologne

Sapofixin Hyacinth

Sapofixin Lavender

Sapofixin Lilac

Sapofixin Lily of the Valley

Sapofixin Orange

Sapofixin Pine

Sapofixin Rose

Sapofixin Violet



## HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig  
in the United States and Canada

## PERSONAL and IMPERSONAL

Lever Bros. Co. plans to open a large modern soap plant at the North Wall, Dublin, Ireland.

White & Kleppinger Co., Chicago, are introducing to their trade a new handy soap dispenser, which they believe will increase the trade of their customers who sell from house to house.

James S. Kirk & Co., Chicago, plan to remove from their old site at Michigan Boulevard and Chicago river to make room for a modern office building on that valuable ground. The new million dollar addition to the Kirk plant in West North Ave. and the river will take the place of the old plant.

Gilbert Colgate, Sidney M. Colgate, Austen Colgate, Russell Colgate and Henry Colgate have taken out papers of incorporation for Colgate & Co., Brazil, Ltd., Jersey City, N. J. This company was incorporated for \$25,000 and is to manufacture soaps, toilet articles and perfumery.

Spindler Liquid Soap Co., Philadelphia and Wilmington, has been incorporated for \$10,000 to manufacture liquid soaps and toilet articles.

The London Gazette reports that Lancaster Soap & Chemical Co. and White Hands Soap Co., England, have been dissolved.

The following companies have been recently incorporated: General Disinfectant Co., Wilmington, Del., \$250,000; The Eez, Wilmington, Del., \$100,000, to manufacture cleaning preparations; Standard Products Corp., Newark, N. J., \$100,000, to manufacture cleansing polishes.

Tawa Corp. has been incorporated in Wilmington, Del., for \$1,000,000, to operate palm oil plantations.

M. Schneider & Sons, Brooklyn, N. Y., soap-makers, began operations in their new plant at 417 Hamilton Ave., on Sept. 1. They were formerly located at 32 Eagle St., Brooklyn, N. Y. The brothers, M. J. and David Schneider, present owners of the firm, are sons of Max Schneider, who, it is claimed, was the first soapmaker to produce blue mottled soap in this country. The Schneiders are the fourth generation of soapmakers in their family.

Heng Yu Co., Hongkong, has established a branch office in Shanghai at Pao K'ang Li. This company has developed a soap powder which they claim will cleanse fabrics without rubbing.

It has been officially announced that the new million dollar school in Orange, N. J., will be named Colgate School in honor of Colonel Austen Colgate and Sidney M. Colgate, who have made Orange their home for years.

Oakite Products Co. has been incorporated in New York for \$2,000,000 to manufacture cleaning compounds. The incorporators are D. C. Ball, P. B. Scarff and H. F. Cunningham.

A new soap company in England is the Celtic Soap Co., Ltd., 109 Queen St., Cardiff. They are manufacturers of soap and washing tablets, and are capitalized at £5,000.

Synfleur Scientific Laboratories, Monticello, N. Y., closed their offices and laboratories from Aug. 21 to Aug. 30 to allow their employees a vacation.

Louis K. Liggett Co. have expanded in the Middle West by a recent purchase of forty-four drug stores, at a price said to exceed one million dollars. Stores of the following companies are now identified with the Liggett line; Detroit and Reno Drug Cos., Detroit; Mercer Drug Co., Flint; Beacon Drug Co., Grand Rapids; Sanford Drug Co., Muskegon.

# Direct Trading —

**F**OR those American essential oil buyers who desire to import direct we offer our services as importing brokers and commission merchants. We are in close touch with a number of large distillers in the producing countries whose standing and reputation are of the highest. We are arranging importations at advantageous prices for a number of large American users, and our services are available on a commission basis.

Contracts made for our Principals abroad carry our personal endorsement and guarantee.

*Acting as agents for reliable foreign distillers, we specialize in the following oils which we offer for shipment*

BERGAMOT	CORNMINT, 50% menthol	LEMON, Italian
BOIS DE ROSE	MUSK, natural	ROSEMARY, Spanish
GERANIUM, African	LAVENDER, flowers	VETIVER, Bourbon
GERANIUM, Bourbon	LAVENDER, spike	YLANG, Bourbon



## COUPEY FILS

160 Pearl Street - - New York

ALSO

### COUPEY FILS & DEHAIS,

17 Rue de Constantinople, Paris

Cables: COUPEDEHAI, Paris & New York

James S. Kirk & Co., Chicago, have filed with the Federal Trade Commission a supplemental petition asking for an order granting leave to respondent to take depositions of witnesses in foreign countries upon oral interrogatories. The defendants insist that the only way to prove the falsity of certain allegations is to procure the testimony of foreign manufacturers of castile soaps, which they hope to do after receiving the Commission's assenting order.

Jones Bros. Tea Co. reports a profit of \$76,493 for the quarter ending July 3, as compared with \$14,216 for the quarter immediately preceding. For the first six months of this year the net profit totalled \$90,709, or \$2.41 per share on the preferred stock. This compares with an earning of \$53,143, or \$1.41 per share on the preferred stock, for a like period during the previous year.

A letter from Harry C. Wright, of Morana, Inc., who has been convalescing at Tuscon, Arizona, since early in March, carries encouraging news. Dr. Wright says that while his condition was worse than he thought, when he started for Arizona, his improvement has been steady and it will not be many weeks before he can return to New York.

Lever Bros. Co., with some two hundred companies, owns in different parts of the world almost nine million acres of land.

Louis Rapin, assistant manager of Etablissements Antoine Chiris, Paris, and liaison man between the French company and the American firm of Antoine Chiris Co., New York, arrived in Montreal, from France, on September 12. He is expected in New York about the 16th or 17th of the month and will probably be in this country for a period of six months. Mr. Rapin will make his headquarters in New York, with C. A. Swan, manager of the Antoine Chiris Co.

Justin Dupont, of Justin Dupont, Argenteuil, France, aromatic chemical manufacturers, will return to France about the 25th of this month. M. Dupont has been in the United States since early in August and has been making his headquarters at the offices of Justin Dupont, Inc., his firm's American company, of which George Silver is president.

While in this country M. Dupont talked at one of the sessions of the Institute of Politics, at Williamstown, Mass.

Du Pont Cellophane Co., manufacturers of cellophane, a wrapping material, have opened a branch office in the Railway Exchange Building, Chicago. W. A. Shaffer is in charge.

Francois Amic, of the Grasse essential oil house Roure-Bertrande Fils, is now in this country, having sailed on the steamer Paris, September 1. He is making his headquarters at the company's New York headquarters, managed by George Silver.

Southern Cotton Oil Co., New Orleans, recently purchased the plant of the Birmingham Oil Mill, Inc., formerly known as the Union Cotton Oil Co.

T. W. Sill has resigned his position as secretary and treasurer of E. C. Klipstein & Co., and is now with the Forhan Co., 200 Sixth Ave., New York, in the capacity of vice-president.

The American business of Roure Bertrand will be carried on by Roure Bertrand Fils, New York, who have been incorporated in Delaware with a capital stock of \$100,000. George Silver is manager of the New York establishment, with offices at 461 Fourth Ave.

The National Wholesale Druggists' Association will hold their 52nd annual convention, Sept. 27-30, at French Lick Springs Hotel, French Lick, Ind.

The United States Shipping Board plans to equip the ships of the United States-Australia line with 700 ton tanks to arrange for carriage of coconut oil from the Philippine Islands and palm oil from the Dutch East Indies.

It is reported, through the Department of Commerce, that, although there are large stands of pine trees in Brazilian forests, production of rosin and turpentine has not made any special progress, owing to the low percentage of resinous gums in the trees. The United States supplies most of the naval stores consumed in Brazil.



*"Distinguished for its High  
Test and Uniform Quality"*

Soda Ash  
Caustic Soda  
Bicarbonate  
of Soda

IT IS the control of the sources of supply, of raw materials, of transportation, which makes the Michigan Alkali Company able to meet every emergency promptly.

And provision for the future, maintenance of vast reserve resources, reduces emergencies to a minimum.

## Michigan Alkali Company

General Sales Department

21 East 40th St. - - New York City

Chicago Office: 332 South Michigan Ave.

Works: Wyandotte, Mich.

## ON PRODUCTS AND PROCESSES

The poor keeping qualities of some high grade toilet soaps is claimed to be due to the sudden chilling by cooling rolls, according to J. Schaal in the *Seifensieder Zeitung*, 53, 239, 1926. Slow cooling is recommended.

A method for determining the bromide number of fats and oils as worked out by Rupp and Brachmann, according to the *Zeit. anal. Chem.*, 68, 155, 1926, is to dissolve 0.5 to 1.5 grams of the oil in 10 cc. carbon tetrachloride in tightly stoppered bottle, add 25 cc. of solution containing 5.567 gr. of dry potassium bromate and 200 gr. of potassium bromide per liter, 15 cc. of water and 10 cc. of 6N hydrochloric acid. After two hours standing in the dark for ordinary fat, add quickly 0.5 gr. of potassium iodide, shake well and after three minutes, titrate with 0.1 N sodium thiosulfate solution.

A quick method for making cresolis comp. according to an English formula aimed to avoid the method of the British Pharmaceutical Codex, is to put into a 500 cc. bottle 25.5 gr. of linseed oil, shake and set aside for a day. When dissolved, add 15 cc. alcohol, 113.6 gr. of linseed oil, shake and set aside for a day. To the soap thus formed, add 28.4 gr. of glycerin and water to make 227.2 gr. Then add 227.2 gr. cresol, shake and allow to stand for a day. A clear amber liquid results.

Certain fatty oils can be bleached successfully with 60% hydrogen peroxide, such as olive, peanut, fish, coconut, tallow, bone grease. Oils which cannot be bleached by this method include castor oil and crude wool fat, and to a lesser degree, cottonseed, corn, palm kernel, and soya bean. From one-half to two per cent of peroxide is mixed with the oil and allowed to stand for a few hours at 50 to 60 deg. C. Sometimes a simultaneous treatment with 1 per cent of 70 per cent sulfuric acid is advantageous. From *Zeit. deutsche Oel & Fett Industrie*, 45, 621, 1925.

To bleach a fatty acid either with reducing or oxidizing agents after discoloration during splitting in an autoclave wherein a pressure of more than six atmospheres has been used, is almost hopeless, according to advices from Germany.

Orthotoluidine has a possibility as a contact insecticide, according to the *Jour. of Economic Entomology*, having a definite toxic action.

Poisoning of nickel catalyst in fatty hydrogenation is thought to be due to some extent to the formation of various hydroxy acids up to three or more per cent of the catalyst, due to the presence of oxygen or moisture in the hydrogen gas. Extraction of spent catalyst were found to contain 1.7 per cent of gasoline soluble and 1.5 per cent of gasoline insoluble acids which were not present in the original oil.—*Seifensieder Zeitung*.

Organic sulfur compounds in cresols and acid fractions of various coal-tars can be removed from products containing not more than 15 per cent neutral oils by mixing with 1 per cent formalin (formaldehyde solution), or 3 per cent glucose syrup, and about 1 per cent naphthasulfonic acids. The mixture is heated in an oil bath for 18 hours at not over 150 deg. C. whereby the sulphur compounds and aldehyde condense. Cresols are then distilled under vacuum. Sulfur removal is practically complete.

Loss in milk production in cow barns infested with horn flies, stable and horse flies was reduced by spraying the infested animals with a petroleum solution of pyrethrum extract. A spray consisting of oil of tar and used crankcase oil was also used with success as a fly repellent.

A seed disinfectant consisting of mercurized phenol, an alkali metal carbonate, and an alkaline earth has been patented in Canada by A. R. Albright as No. 261,768.

## THE NEWPORT PRODUCTS

*for  
soap  
makers*

### TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with  
High Boiling Points and  
Better Dissolving Properties

for oils, waxes, greases and fats than the sol-  
vents commonly used — therefore they are  
ideal for incorporation with Soaps and Deter-  
gents destined to be used in textile processing.



The Newport Chemical Works, Inc.  
Passaic, New Jersey

Branch Offices and Warehouses:

Boston, Mass.

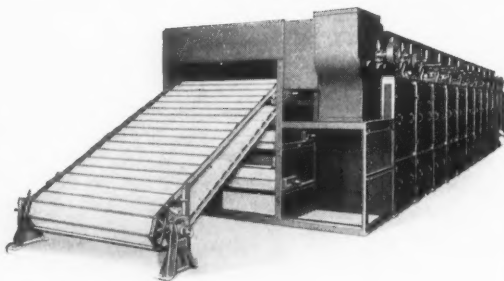
Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.

## On drying Soap



**N**EXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

### C. G. SARGENT'S SONS CORP.

GRANITEVILLE

MASSACHUSETTS

## CONTRACTS AWARDED

A contract has been awarded to Sherwin-Williams Co. by the Washington U. S. M. C. for 2,000 gallons of cresol disinfectant.

Globe Soap Co., Philadelphia has been awarded a Government contract for 10,000 cakes laundry soap at \$5.38 in one pound cakes.

Haas Bros., San Francisco, have been awarded Government contracts for 3,000 pounds laundry soap at 5.16c and 4,000 cakes white soap at 3.77c.

John T. Stanley Co., New York, has been awarded a contract to supply the Brooklyn quartermaster with 7,600 pounds laundry soap at 21c a pound.

The Chicago quartermaster has awarded the following contracts for soap: laundry soap at 5.51c to Procter & Gamble Distributing Co., Chicago; and Palm Olive toilet soap at 7.22c and grit cake soap at 7.7c to S. S. Pierce Co., Boston.

Bids of Fieberg Chemical Co., Milwaukee, to supply the Chicago quartermaster with 100 cans saddle soap at 24c were rejected.

Pacific Chemical Co. has been awarded contracts for 3,000 lbs. naphthalene flake at 6.4c by the quartermaster, Brooklyn and 2,500 lbs. naphthalene flake, to be delivered at Raritan at 5.7c; terms, 1/2%, 10 days.

Holbrook Mfg. Co. has been awarded a contract for 5,000 lbs. of castile soap at 13.5c to be delivered at Raritan, by the Quartermaster, Brooklyn.

Pacific Chemical Co. has been awarded contracts by the Quartermaster, Ft. Sam Houston, for 4,225 lbs. naphthalene flake at 11c, 1,625 lbs. at 10.5c, and 650 lbs. at 10.5c.

Alex. C. Fergusson, Jr., Philadelphia, has been awarded a contract for 100 gallons carbon tetrachloride at 95.4c a gallon by the Frankford Arsenal.

Glycerin is being used quite extensively in Germany as a lubricant for hydraulic presses and similar machinery. The only danger is reported to lie in lubricating contact points between metals, where actual contact of the metals is said to encourage corrosion. The product, however, is reported from Germany to have many compensating advantages in lubrication.

The Paris Police Department established regulations restricting the use of lead collapsible tubes July 15. Alloys containing more than 10% lead were prohibited, but those plated with tin, to the extent of 6% of the weight, were allowed. This will prevent the packing of dentifrices in dangerous containers.

Exports of rosin, during July, 1926, totaled 133,724 barrels, valued at \$3,043,882, as compared with 130,435 barrels, valued at \$1,928,590 for the same month during 1925. Exports for the seven months ending July, 1926, amounted to 624,885 barrels, with a value of \$13,826,091, as compared with 720,641 barrels, with a value of \$9,794,262, for the same period during 1925.

When Royal Patents of Monopoly were in vogue in England back in the seventeenth century, would-be competitors were dealt with harshly. Of twenty London soapmakers who tried to compete with the soap monopoly, sixteen were fined from \$2,500 to \$5,000, and all were imprisoned.

This country exported 3,936,663 pounds of crude cottonseed oil, with a value of \$35,178, during July, 1926. With the exception of a 300 pound shipment to Haiti, the entire amount went to Canada.

## RECORD OF TRADE-MARKS

The following trademarks were published in the August issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

### Trade-Marks Filed

**"Spotsgo"**—This in black letters. Filed Jan. 25, 1926. Claims use since about Nov. 21, 1904. Liquid soap. Filed by Woodley Soap Mfg. Co., Roxbury, Mass.

**Ravis**—This in black letters. Filed July 6, 1926. Claims use since July 2, 1926. Toilet and bath soap. Filed by Procter & Gamble Co., Cincinnati, Ohio.

**One for Three**—This in black letters accompanied by representative letters. Filed June 15, 1926. Claim use since June, 1919. Cleanser. Filed by G. E. Keith Co., Brockton, Mass.

**Vencedor**—This in black letters. Filed July 1, 1926. Claims use since December, 1925. Soap. Filed by Lever Bros. Co., Cambridge, Mass.

**Tres Bien**—This in black letters with picture of girl. Filed May 5, 1926. Claims use since June 6, 1925. Leather polish. Filed by Vanity Import Co., Inc., New York City.

**Silvashene**—This in black letters. Filed May 24, 1926. Claims use since May 1, 1925. Hair Shampoo. Filed by Salvadora Co., New York City.

**U-Kleen-O**—This in black letters. Filed June 7, 1926. Claims use since Aug. 27, 1924. Cleaning compound. Filed by U-Kleen-O Mfg. Co., Lacey Spring and Harrisonburg, Va.

**\$1,000 Guaranteed Fly Killer**—This in black letters with picture of fly. Filed June 12, 1926. Claims use since Apr. 1, 1926. Insecticide. Filed by B. Heller & Co., Chicago, Ill.

**F. B. C.**—This in outline letters together with picture of Pullman porter and words "leather gloss." Filed June 15, 1926. Claims use since Aug. 29, 1924. Shoe polish. Filed

by Amalgamated Leather Companies, Inc., Wilmington, Del.

**Dentisine**—This in black letters on white shield. Filed June 18, 1926. Claims use since about Apr. 26, 1926. Dentifrices. Filed by Antitartar Chem. Co., Denver, Colo.

**C-D Anti-Pyorrhea**—This in black letters. Filed June 22, 1926. Claims use since about June 7, 1926. Tooth paste. Filed by C-D Chem. Co., Pittsburgh, Pa.

**Fly-Fre**—This in black letters. Filed July 8, 1926. Claims use since about Feb. 4, 1925. Insecticide. Filed by Maxim Chem. Co., Inc., Newcastle, Ind.

**Flake**—This in black letters on figured background. Filed Mar. 22, 1926. Claims use since about Jan. 1, 1902. Soap. Filed by James S. Kirk & Co., Chicago.

**Blue Streak**—This in white letters on black background. Filed May 5, 1926. Claims use since Apr. 10, 1926. Soap. Filed by Universal Products Co., Leominster, Mass.

**Nosop**—This in black letters accompanied by the words "Allen's Products." Filed May 13, 1926. Claims use since Jan. 2, 1923. Washing compound and hand cleanser. Filed by Allen Products Co., Chicago.

**Daklor**—This in black letters. Filed May 13, 1926. Claims use since Apr. 20, 1926. Washing, cleaning and scouring agents. Filed by Daklor Products Corporation, East Cambridge, Mass.

**Pasteurine**—This in black letters. Filed May 15, 1926. Claims use since May 1, 1916. Antiseptic soap and shaving cream. Filed by John T. Milliken Co., St. Louis.

**Hi Fly Dip**—This in black letters within a circle. Filed May 15, 1926. Claims use since Apr. 10, 1926. Insecticide. Filed by Arthur D. Neely, Claremore, Okla.

**Flit**—This in black or white letters on representation of carton. Filed July 1, 1926. Claims use since Feb. 27, 1926. Insecticides and disinfectants. Filed by Standard Oil Co. (New Jersey), Bayonne, N. J.

**Wednesday Wonder Window**—This in black letters within a square. Filed June 10, 1926. Claims use since Dec. 15, 1924. Soaps and polishes. Filed by R. H. Rucker, Blackwell, Okla.

**Kleanwel**—This in black letters. Filed Mar. 12, 1925. Claims use since Mar. 1, 1924. Disinfectant. Filed by W. K. Lepper and A. M. Blood, Gloversville, N. Y.

**Right-O**—This in black letters. Filed May 5, 1925. Claims use since Dec. 29, 1924. Soap. Filed by J. B. Williams Co., Glastonbury, Conn.

**Jabon Turco**—This together with picture of woman reclining on cushions. Filed May 24, 1926. Claims use since Nov. 30, 1925. Soap. Filed by Colgate & Co., Jersey City, N. J.

**Vernax**—This in black letters. Filed June 10, 1926. Claims use since May 15, 1926. Furniture polish. Filed by Arthur S. Verney, Inc., New York City.

**All-Pure**—This in white letters on black representation of lightning flash. Filed June 14, 1926. Claims use since July 24, 1925. Soap. Filed by Allen B. Wrisley Co., Chicago, Ill.

**Lysol**—This in black letters. Filed July 3, 1926. Claims use since about 1890. Disinfectant. Filed by Lysol, Inc., Bloomfield, N. J.

**Cresylone**—This in black letters. Filed July 7, 1925. Claims use since May 19, 1904. Disinfectant. Filed by Parke, Davis & Co., Detroit, Mich.

**Oriza-L. Legrand**—This in black letters. Filed Apr. 7, 1926. Claims use since Jan. 1, 1850. Soaps. Filed by Oriza L. LeGrand, Inc., Wilmington, Del., and New York City.

**Kolo**—This in black letters. Filed Apr. 16, 1926. Claims use since Aug. 18, 1924. Soaps. Filed by Colloidal Products Co., Dover, Del., and Baltimore, Md.

**Fly Cop**—This in outline letters with caricature of fly and policeman. Filed July 3, 1926. Claims use since June 15, 1926. Insecticide. Filed by Fairview Chemical Co., Fairview, Montana.

## Trade-Marks Granted

**216,641**—Chemical composition for cleaning fabrics. Byrd Willbanks, doing business as Kleenit Chemical Co., Fort Worth, Tex. Filed July 23, 1923. Serial No. 183,617. Published May 25, 1926.

**216,773**—Insect repellent. Charles L. Hoyt, doing business as Snap Fly Dope Company, Springfield, Mass. Filed March 26, 1926. Serial No. 229,234. Published May 25, 1926.

**217,083**—Flea or insect powder. Polk Miller Products Corporation, Richmond, Va. Filed April 28, 1926. Serial No. 230,838. Published June 8, 1926.

**216,059**—Dry cleaner. Bono Drug Company, Jersey City, N. J. Filed March 4, 1926. Serial No. 228,085. Published May 11, 1926.

**216,126**—Soap. James S. Kirk & Company, Chicago, Ill. Filed March 22, 1926. Serial No. 228,990. Published May 11, 1926.

**216,127**—Soap. The Kolynos Co., New Haven, Conn. Filed March 24, 1926. Serial No. 229,113. Published May 11, 1926.

**216,044**—Cleaning preparation in powdered form for general household purposes with water-softening properties. The Climalene Company, Canton, Ohio. Filed January 11, 1926. Serial No. 225,769. Published May 11, 1926.

**216,267**—Cleansing preparation used either as a substitute for or in connection with soaps or washing powders. The Solvay Process Company, Solvay, N. Y. Filed May 4, 1925. Serial No. 213,805. Published July 7, 1925.

**216,365**—Insect powder. Essential Mfg. Co., Philadelphia, Pa. Filed March 20, 1926. Serial No. 228,896. Published May 18, 1926.

**216,427**—Soap. Huntington Laboratories, Inc., Huntington, Ind. Filed December 26, 1925. Serial No. 225,193. Published May 11, 1926.

**216,817**—Bath soap. Arden Chemical Company, New York, N. Y. Filed March 15, 1926. Serial No. 228,636. Published May 18, 1926.

**216,364**—Shampoo. Guy E. Brignall, doing business as Lite Soap Company, Aurora, Ill. Filed March 22, 1926. Serial No. 228,969. Published May 18, 1926.

**216,428**—Cleaning preparation in powdered form for general household purposes with water-softening properties. The Climalene Company, Canton, Ohio. Filed January 11, 1926. Serial No. 225,770. Published May 11, 1926.

**217,507**—Dentifrice. Children's Clinical Laboratory, Hamilton, Ohio. Filed April 13, 1926. Serial No. 230,088. Published June 15, 1926.

**217,489**—Soaps. The Century National Chemical Company, Paterson, N. J. and New York, N. Y. Filed April 5, 1926. Serial No. 229,664. Published June 1, 1926.

**217,481**—Toilet and Laundry Soap. James S. Kirk & Company, Chicago, Ill. Filed

(Continued on Page 71)

# COAL TAR DISINFECTANTS

## CRESOL COMPOUNDS

## CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED  
PROMPT SERVICE ASSURED TO ALL ORDERS



## BAIRD & McGUIRE, INC.

HOLBROOK, MASS.

ST. LOUIS, MO.

*Warehouse Stocks at*

New York City

Kansas City

San Francisco



# INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

## Activities of the Association

The following bulletins have been sent out from the office of Secretary Harry Cole:

(Aug. 12, 1926)

We are informed that the Board of Drug Control of the Bureau of Chemistry, U. S. Dept. of Agriculture, is making a complete survey of the antiseptic field. Already a few manufacturers of products classed as antiseptics have been informally summoned before the Board and definite objection has been found to certain labeling that is quite commonly used in products of an antiseptic nature.

The Board holds that the terms "antiseptic," "disinfectant" and "germicide" in their application to living bodies, are practically synonymous terms, and are considering the so-called antiseptic products on that basis. Informal hearings before the Board up to this time indicate that future regulations will materially reduce the claims that have heretofore been applied as descriptive of the usefulness of the so-called antiseptic products.

A product, to be properly described as antiseptic, in the opinion of the Board of Drug Control, must destroy—not merely *inhibit*—germs. And, if branded as an "antiseptic," it must, in the opinion of the Board, be capable in its prepared state, of not only killing germs, but if it is recommended in any dilution which renders it, when diluted, incapable of killing germs, it is misbranded, in the opinion of the Board of Drug Control. It is held, in this class of products, as in others, that disease names may not be used in labeling, unless the product is within itself a treatment for those diseases.

The class of products for which antiseptic claims are made is a very large one. It includes mouth washes, tooth pastes, liniments, ointments, powders, and other products, both for internal and external use. In connection with antiseptic products used in the mouth, there will be positive objection made

to any recommendation for the condition known as Pyorrhea, and, in the opinion of the Board, the mere mention of this condition will constitute a misbranding. This of course, is no different from the attitude of the Board on other disease names.

If any of our members are manufacturing antiseptic products which will not actually kill germs, they will find the above information of considerable interest and concern. It is suggested that it is well, at this time, to thoroughly study the situation with regard to any claims you make, in view of the attitude of the Board, and if we can be of service to you, we will be glad to help to the best of our ability.

### Drug Board Investigates Antiseptics

The Board of Drug Control, Bureau of Chemistry, has recently conducted an investigation of antiseptics, germicides and disinfectants. Starting with the premise that an antiseptic is something which kills germs, they have made the decision that an antiseptic or germicide for use on or in connection with the human body must be capable of killing germs, even in a diluted form in which its use may be recommended by the manufacturer. They have also ruled that such products must not bear on their labels the names of diseases in the treatment of which their use is claimed to be beneficial unless they constitute a "permanent treatment" for such diseases. The Board has discovered two alleged antiseptics which were found to contain living bacilli, and has been investigating others. The findings have not been made public as yet.

Lowell Specialty Co., Lowell, Mich., Continental Can Co., Chicago, and the American Can Co., New York, have been elected associate members of the Insecticide & Disinfectant Manufacturers Association. The first two were sponsored by J. W. Bailey of the Tanglefoot

Co. and the latter by C. P. McCormick of McCormick & Co., Baltimore.

### On Disinfectant Premiums

Editor of SOAP:

Congratulations on your article on premium giving. The only fault the writer can find is that the charge is not heavy enough. Better use the choke bore and give them the other barrel. You hit the nail right on the head in your article; why not drive the nail all the way in? While this article covers the salient facts it does not go far enough. Permit the writer to give you a few more facts not only from personal observance but from actual contact and actual knowledge.

First: There is no set selling price on products handled by these premium concerns. The salesmen or representatives covering territory for some of these concerns are actually charged by the concern for the cost of the premium given, it is deducted from his commission and it is compulsory for him to pay for the articles listed or quit. They attempt to make up the salesman's loss by charging the salesman a flat price for material he sells allowing the salesman to take advantage of a new purchasing agent or buyer with as great a price as is possible for him to obtain. When these accounts are paid the difference is paid to the salesman as his commission. If he loses the cost of a ten dollar premium on one customer it is possible for him to make up this loss on some other customer by an overcharge, thereby making a dishonest salesman.

Second: New buyers for public institutions in many instances to obtain premiums, load the institution up to the extent that their successors, who usually follow quickly, are loaded with a lot of material that they do not have any use for and therefore catalogue every disinfectant salesman who calls on them as a horse-thief.

Third: This craze for receiving premiums and gratuities, especially in the disinfectant business costs our public institutions thousands upon thousands of dollars of the tax-payers' money that is absolutely unnecessary.

Fourth: It creates a feeling of distrust in the business that is effecting every manufacturer and jobber in the business.

Fifth: When the recipient receives his first premium it puts him forever at a disadvantage in purchasing this material elsewhere even though he has proven to himself that better

goods can be obtained for less money due to his fear of being exposed by the premium giver.

Sixth: Some of these premium houses make a very strong point in their advertisements in their catalogues that regardless of the premium the customer pays the same for his goods. This, as explained in a former paragraph can readily be done due to the fact that even though the house mailing the premium attaches a card stating that the premium is complimentary from the house, the poor devil who is selling the goods is charged full price and made to pay for the premium and it does not cost the concern a penny.

The writer will not take up any more space but this article was so to the point and true that the writer could not refrain from giving you his personal opinion from actual experience with one of these premium houses. Much more can be written on this subject, but will save it for some future time.

Let us hear from some more of our clean competitors.

CLARKSON CHEMICAL & SUPPLY CO.  
W. H. Clarkson, President.

Canada imported 955,283 pounds of naphthalene during the fiscal year ending March 31, 1926, this constituting an increase of 50 per cent. in the quantity of this product consumed. Germany shared in the increase in trade, tripling its 220,000 pound export to Canada of the previous year. The United States increased her exports of naphthalene to Canada from 8,883 pounds to 53,336 pounds.

Mackie Pine Oil Specialty Co., Inc., Covington, La., have been denied the right to use the trade name "Klenzol" for a disinfectant to be used in poultry houses, ships and buildings. The United States Patent Office made this decision on the grounds that the United Drug Co., Boston, has the right to similar trade marks used on similar articles, namely: "Klenzo," "Klens-All" and "Klenzer."

Charles McCormick of McCormick & Co., Baltimore, recently sent a number of cards from Chicago to friends in the insecticide trade. He forgot to attach stamps, according to his sworn affidavit, and each recipient of a card had to pay the postage upon receipt. The payments were also sworn. Mr. McCormick received several letters congratulating him upon his business acumen.

# Insect Flowers and Powder

## *Sources, Manufacture, and Characteristics*

By C. P. McCORMICK  
of McCormick & Co.



**T**O MANY PEOPLE, insect powder means any powder that kills insects. This is incorrect for by common usage insect powder has come to mean only powdered pyrethrum flowers. The Insecticide and Fumicide Board of the U. S. Department of Agriculture defines it as consisting exclusively of powdered flower heads of the following species of chrysanthemum or pyrethrum: *Chrysanthemum* (*Pyrethrum*) *Cinerariaefolium*, *Chrysanthemum* (*Pyrethrum*) *Roseum*, *Chrysanthemum* *Marshallii* or *Pyrethrum* *Carneum*. Of these, only the first, *Pyrethrum Cinerariaefolium*, is now of any commercial importance,—the other two, composing the old Persian insect powder, being practically out of the market.

The pyrethrum flower belongs to the composite or daisy family. A daisy is not a single flower but a community of very small flowers called florets. There are ligulate or ray florets around the edge and minute yellow tubular florets in the center. Such is the structure of the pyrethrum or insect flower, and it is the center flowers or fruits remaining after the flowers have dropped off, that are most active as an insecticide. Pyrethrum flowers should not be confused with the drug pyrethrum or pellitory, which is the root of an entirely different plant.

The Persians first discovered the flowers, although the Russians are said to have used some 200,000 pounds as early as 1818. In Ragusa, Dalmatia, in 1840, a woman admiring a certain type of daisies in her field plucked them for ornamental purposes. She placed them near the hearth and when they dried up many insects were found dead under the withered buds. These flowers were of the *Pyrethrum Cinerariaefolium* variety. From this time, Dalmatia increased her crop and continued to supply most of the world's supply until 1914, when the World War practically shut off the supply. At this opportune moment,

Japan stepped into the picture, and ever since that time has supplied the great proportion of the world's needs—though Dalmatian flowers are again produced in considerable amounts and are regarded as superior in quality, particularly the closed variety. The flowers are also cultivated in a small way to a minor extent in France, California, Australia and Montenegro. The Japanese and California Insect Flowers, grown originally from Dalmatian seeds naturally, are the same variety, but due to cost of raising, California never has had a flourishing crop.

There are three distinct types of flowers, known commercially in Dalmatia, and Collin describes them as follows:



**Closed Flowers:** Flower heads, varying from 3 to 7 mm. in diameter generally furnished with a very short striated peduncle. Bracts, greenish-yellow, closely appressed. Corollas of ligulate florets almost always entire; grayish-white in color, and wrinkled and shriveled over the tubular florets, so as to conceal them almost completely. Very few expanded flowers present; very few fragments of corollas, ovaries, or bracts mixed with flower heads.

**Half-Closed Flowers:** Peduncle longer, even 4 or 5 cm. long. Flower heads full, bracts of a yellowish-gray color. Ligulate florets can usually be distinguished; tubular florets still retain their corollas more or less intact.

**Open Flowers:** Recognized by the size of the flower heads, many of which attain a diameter of from 9 to 11 mm. Usually completely expanded when gathered and hence few of them intact; some ligulate florets destitute of corollas and in many others the corollas of the tubular florets have been separated from the ovaries which remain attached to the receptacle. This variety contains abundant debris of the corollas and ovaries, and therefore is not as choice commercially as classes 1 and 2.

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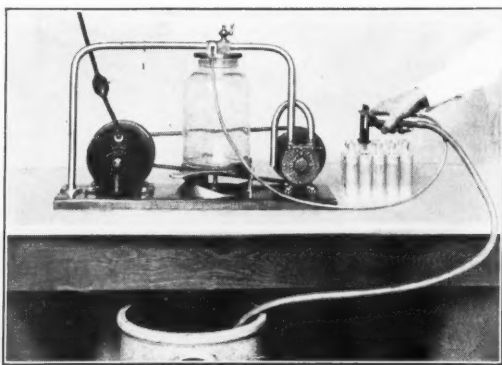
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### A Contact Insecticide

**I**NSECT powder, whether milled from the closed, half-closed or open variety is considered a contact insecticide; that is, it kills by merely coming in contact with the body of the insect. It possesses the rare qualification of being harmless to mankind, domestic animals and plant life, also it will not spot or stain even the finest fabrics. It is stated by the U. S. Department of Agriculture to be the only natural insecticide known to mankind that is practically not poisonous—yet absolutely deadly to practically all types of insects such as bed-bugs, cockroaches, flies, mosquitoes, and other household insects, as well as plant lice and fleas on pet animals. Soft bodied insects such as aphides, roaches, etc., are far more susceptible to the powder than those encased in hard shells, such as rose chafers and Japanese beetles. Insects which have been covered with the powder, even in part, first show excitement, probably from irritation, then after a few seconds become paralyzed, and, tho they may exhibit feeble movements for many hours thereafter, ultimately die. The efficiency of the powder is in proportion to its fineness. Special machinery designed to produce the finest powder is used and care must be exercised to prevent overheating in grinding.

A combination of pyrethrum and soap is also a very effective insecticide. It has been extensively used in France against the *Cochilis* and *Eudemis* of the grape vine and, in the United States, against the Japanese beetle. Kerosene extracts of pyrethrum, which are made by extracting the powdered flowers with kerosene or other light oils, are also effective and have recently been marketed exclusively in the United States. Pyrethrum powder has been used by physicians to a limited extent as an anthelmintic for the elimination of worms. It is said to be especially effective against ascaridies or pin worms. Its use has not become general however.

Although insect powder has been adulterated with a variety of substances, the only adulterant of importance at the present time is pyrethrum stems. Adulteration may be detected by physiological tests against insects, by microscopical examination and by chemical analysis. The physiological test is of greatest value and is applied as follows:

#### Testing the Powder

**A**BOUT 1 gram of insect powder is placed in a 25cc. flask which is then well shaken. Flies are introduced and the time required before they turn over on their backs noted. A high grade insect powder ground from closed

flowers will thus completely paralyze a fly in about one minute. A powder ground from half open flowers will do the same in about 1½ minutes, while on ground from open flowers will require about three minutes. Pyrethrum stems have been declared by some to be entirely inert, but other observers have found that a powder made from them when tested as above described, paralyzes flies in about 5¼ minutes.

The difference in activity between closed and open flowers is accounted for by the supposition that the active principle of the flowers resides in the pollen grains which are more numerous in the closed than in the open flowers. This theory has not been proven, however, and it is quite possible that physiological changes occur during the maturing of the flower which lessen the quantity of the toxic matter in the flower as it ripens.

The difference in the number of pollen grains serves, however, as one means of distinguishing a powder ground from closed flowers from that ground from open flowers. This is determined by microscopical examination. On the other hand, a powder ground from open flowers contains a much greater proportion of the lignified tissues of the fruit than one ground from closed flowers. Stem tissue which occurs to some extent in all pyrethrum powders is readily distinguished from the flower tissue by a careful observer. Its excessive amount indicates adulteration with pyrethrum stems.

#### Kept Active for Five Years

**W**E HAVE found that insect powder, when properly ground and stored in air tight canisters in a cool dry place will keep its strength over five years. No apprehension of the deterioration of the powder need be felt therefore if it is properly cared for. Heated to 120°C. for eighteen hours no loss in the effectiveness of the powder is observed, but after heating for the same period of time at 130°C. to 140°C. practically all of its toxicity is lost.

The active insecticidal principles of pyrethrum flowers are completely removed by any of the usual volatile solvents for oils. The amount of material extracted by various solvents from a sample of pyrethrum *cinerariaefolium* being as follows:

Solvent	Total Extract, %
Petroleum Ether	3.77
Benzol	5.74
Sulphuric Ether	7.85
Menthyl Alcohol	28.78
Ethyl Alcohol, 99%	19.18

(Continued on Page 71)

# PARADI

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# Cresylic Acid Distillation Standards

## *Treasury Department Describes Methods Under the Tariff Law in Customs Recommendation*

**S**TANDARDS for the distillation of crude cresylic acid have been adopted by the Treasury Department upon recommendation of Customs Division. The distillation methods are intended for use in all Custom House Laboratories in order to determine whether the cresylic acid is dutiable under Par. 27 of the Fordney Tariff Act, or free of duty under Par. 1549 of the same law. The standard method was adopted because of varying results secured at different Customs Laboratories throughout the country.

The new method is described as follows:

### *Apparatus*

(a) Flask.—Forest Service Hempel flask described in Industrial and Engineering Chemistry, Vol. 10, p. 915 (1918), with dimensions as follows:—

Capacity of bulb, 500 cc.

Diameter of bulb, 4 inches.

Diameter of neck, 1 inch.

Length of neck from top of constriction, 10 inches.

Length of neck to center of side tube, 3 inches.

Length of side tube,  $6\frac{1}{2}$  inches.

Diameter of side tube,  $\frac{1}{4}$  inch.

Angle of side tube, 75 degrees.

(b) Condenser.—Glass tube air condenser  $\frac{1}{2}$  inch  $\times$  1/32 inch, in diameter and 24 inches long with a flare approximately 4 inches long for making connections with the distilling flask.

(c) Thermometer.—A. S. T. M. partial immersion 300° C thermometer, serial designation D 183-25:—

1. These specifications cover a partial immersion thermometer graduated in either Centigrade or Fahrenheit degrees as specified, the ranges being —5 to +300° C. or +20 to +580° F., respectively.

2. The thermometer shall conform to the following requirements:—

Type, etched stem, glass.

Liquid, mercury.

Range and subdivision, —5 to +300° C. in 1° C. or +20 to +580° F. in 2° F.

Total length, 379 to 383 mm. (14.92 to 15.08 inches).

Stem, plain front, enamel back, suitable thermometer tubing. Diameter, 6 to 7 mm. (0.236 to 0.275 in.).

Bulb, Corning normal or equally suitable thermometric glass. Length, 10 to 15 mm. (0.39 to 0.59 in.). Diameter, 5 to 6 mm. (0.196 to 0.236 in.).

Distance to 0° C. or 32° F. Line from bottom of bulb, 90 to 100 mm. (3.94 to 4.33 in.).

Distance to 300° C. or 572° F. Line from top of stem, 25 to 50 mm. (1 to 2 in.).

Filling above mercury, nitrogen gas.

Top finish, glass ring.

Graduation:—All lines, figures and letters clear cut and distinct. The first and each succeeding 5° C. or 10° F. line to be longer than the remaining lines. Graduations to be numbered at each multiple of 10° C. or 20° F.

Immersion:—The words "76-mm. immersion" on Centigrade thermometers, or "3-in. immersion" on Fahrenheit thermometers and a line around the stem, 75 to 77 mm. (2.96 to 3.04 in.) above the bottom of the bulb, shall be etched on the thermometer.

Special marking:—"A. S. T. M.," a serial number and the manufacturer's name or trade mark shall be etched on the stem.

Scale error:—The error at any point of the scale, when the thermometer is standardized as provided below, shall not exceed 1° for the Centigrade thermometer, or 2° for the Fahrenheit thermometer.

Standardization:—The thermometer shall be standardized for 76-mm. (3-in.) immersion and for the following temperatures of the emergent mercury column. These stem temperatures have been chosen as corresponding, on the average, to those likely to occur in the use of the thermometer.

Thermometer Reading.		Average Temperature of Emergent Mercury Column.	
50° C.	122° F.	35° C.	94° F.
100° C.	212° F.	49° C.	120° F.
150° C.	302° F.	61° C.	142° F.
200° C.	392° F.	70° C.	158° F.
250° C.	482° F.	76° C.	169° F.
300° C.	572° F.	80° C.	176° F.

Case:—The thermometer shall be supplied in a suitable case on which the marking "A. S. T. M. —5 to +300° C., 76-mm. immersion" or "A. S. T. M. 20 to 500° F., 3-in. immersion," according to the type of thermometer, shall appear.

Note:—For the purpose of interpreting these specifications the following definitions apply:—

The total length is the over-all length of the finished instrument.

The diameter is that measured with a ring gauge.

The length of the bulb is the distance from the bottom of the bulb to the beginning of the enamel backing.

The top of the thermometer is the top of the finished instrument.

(d) Fractionating column.—5-inch column of 3/16 inch glass beads with holes. The beads to be supported by a flat coil consisting of about 21 of the same kind of beads strung on a fine copper wire and having the end forming the center of the coil extend downward into the construction of the flask for about 3/16 of an inch.

(e) Support for flask.—Asbestos board with a 2-inch hole.

(f) Shield.—Asbestos board box completely covering the bulb of the flask.

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### Procedure

Place 250 cc. of the sample at room temperature in a graduate and determine the weight of the sample plus the graduate  $\pm 0.05$  gram. Pour the sample into the distillation flask and reweigh the graduate  $\pm 0.05$  gram. The difference between the two weighings is the weight of sample taken. The complete distillation set up is assembled as shown in the illustration on page 915 of the Journal of Industrial and Engineering Chemistry, Vol. 10 (1918) (except that the side tube of the distillation flask is connected with the flared end of the air condenser by means of a stopper, a graduated cylinder is used in the place of a flask, and the flare of the burner is protected from drafts with a vitrified earthenware guard) and heat is applied to the sample in the flask. When distillation starts the burner is to be adjusted so that approximately 40 drops of distillate are obtained per minute. A cut shall be made at  $190^{\circ}\text{C}.$  and the distillation stopped at  $215^{\circ}\text{C}.$  These temperatures shall be corrected for the barometric pressure in the laboratory at the time of distillation and any corrections for errors in the thermometer also applied. Directions for barometric corrections follow:—

**Correction for Variation in Atmospheric Pressure:**—Since distillation results are comparable only when obtained under exactly the same pressure conditions, cresylic acid shall be distilled at that pressure which, at room temperature, is equivalent to a pressure of 760 mm. of mercury at  $0^{\circ}\text{C}.$  Whenever the atmospheric pressure after correcting to  $0^{\circ}\text{C}.$  is other than 760 mm., a correction must be made. Since alteration of the pressure in the distilling system requires rather complicated apparatus, it is simpler to alter the temperature observation points to correspond to the prevailing pressure.

To determine what the atmospheric pressure at the prevailing room temperature, or at the temperature of the barometer, would be at  $0^{\circ}\text{C}.$  read the barometer and thermometer alongside when about to begin distillation. Calculate the corresponding pressure at  $0^{\circ}\text{C}.$  ( $P_c$ ) by multiplying the reading of the barometer ( $P$ ) by the temperature of the barometer ( $t$ ) and then by the factor 0.0001625, and subtracting the result from the reading of the barometer ( $P$ ); or, in other words, find the corresponding pressure at  $0^{\circ}\text{C}.$  by means of the following equation:— $P_c = P - 0.0001625 P t$ .

The distilling temperature of cresylic acid is affected plus (+) or minus (—)  $0.043^{\circ}\text{C}.$  for each millimeter variation of the barometer above or below the normal 760 mm. at  $0^{\circ}\text{C}.$  If the barometer reading, after correcting to  $0^{\circ}\text{C}.$  is below 760 mm., the cresylic acid will distil at a slightly lower temperature than under normal pressure. Therefore, the observed temperatures during distillation must be corrected to get their equivalents at normal pressure.

For example, if the barometer reading, after correcting to  $0^{\circ}\text{C}.$  is 750 mm., the correction to be applied at the  $190^{\circ}\text{C}.$  and  $215^{\circ}\text{C}.$  points, respectively, will be  $0.043 \times 10 \text{ mm.} = 0.4^{\circ}\text{C}.$  approximately. The cuts in the distillation will therefore be taken at  $189.5^{\circ}\text{C}.$  and  $214.6^{\circ}\text{C}.$  If the barometer reading corrected to  $0^{\circ}\text{C}.$  was 770 mm., the cuts in the distillation would be taken at  $190.4^{\circ}\text{C}.$  and  $215.4^{\circ}\text{C}.$ , respectively.

The distillates obtained below  $190^{\circ}\text{C}.$  and

from  $190$ – $215^{\circ}\text{C}.$ , respectively, shall be weighed to  $\pm 0.05$  gram and a portion analyzed for tar acid content by the liberation method as follows:—

Transfer approximately 20 cc. of the distillate to a tarred 300-cc. Erlenmeyer flask and weigh the sample to  $\pm 0.05$  gram. Add approximately 50 cc. of C.P. xylene and thoroughly mix. Add 25 cc. of 15 per cent sodium hydroxide solution and heat for five minutes at  $60$ – $65^{\circ}\text{C}.$  Transfer the mixture to a separatory funnel of suitable size, shake vigorously, allow the layers to separate cleanly and draw off the sodium hydroxide layer. Return the upper layer to the Erlenmeyer flask and repeat the above operation three times, using a 25-cc. portion of sodium hydroxide each time. Combine the sodium hydroxide extracts containing the tar acids in a suitable sized beaker and boil with continuous stirring until the solution becomes clear. Five minutes should be sufficient time for the heating.

Cool the solution to room temperature, place the beaker in an ice bath and add slowly with constant stirring sulphuric acid, 1-1 (sp. gr. 1.53), until the solution is very slightly acid to litmus. The sulphuric acid must be added slowly to prevent overheating of the solution. The tar acids are thus liberated and form a layer on the aqueous solution.

### Liberation Method<sup>2</sup>

Transfer the mixture to a special tar acid separatory funnel or a burette of suitable volume and allow to stand until the lower aqueous layer is clear. A portion of this clear aqueous layer may be used for washing all traces of the tar acid from the beaker.

Bring the tar acids to a temperature of  $20^{\circ}\text{C}.$  and measure the volume. Shake the aqueous layer with exactly 20 cc. of C.P. xylene in a tar acid separatory funnel and read the increase in the volume of the xylene layer, if any. This increase in volume is to be considered as tar acid retained by the aqueous layer and the reading of the main tar acid volume increased accordingly.

Determine the specific gravity of the liberated tar acids at  $20^{\circ}\text{C}.$  (a Westphal balance may be used). From this figure and the total volume of tar acids recorded, calculate the weight of the tar acids. From their weight and the weight of the sample of distillate taken from the analysis, calculate the percent by weight of tar acids in the distillate. The percentage of tar acids by weight in the total distillate (from  $190$ – $215^{\circ}\text{deg. C}.$ ) may then be calculated.

**Example.**—A sample of crude cresylic acid weighing 250 g. was distilled. The distillate between  $190$  and  $215^{\circ}\text{deg. C}.$  weighed 195 grams, 20 grams of this fraction was analyzed for tar acid content by the liberation method. 17.8 cc. of tar acids were liberated by the sulphuric acid. On adding 20 cc. of xylene to the aqueous solution, an increase in volume of the xylene of 0.2 cc. was noted. The total volume of tar acids was therefore 18.0 cc. The specific gravity of the 17.8 cc. portion of tar acids was found to be 1.035. Therefore, the total weight of tar acids liberated was  $18.0 \times 1.035 = 18.63$  grams.

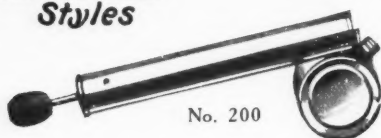
Then  $\frac{18.63 \times 100}{195} = 9.55\%$  tar acids by weight in distillate between  $190$ – $215^{\circ}\text{C}.$

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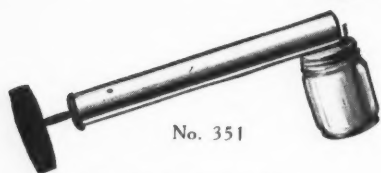
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and  $93.15 \times 195 = 72.65\%$  tar acids by weight  
distilling between 190  
250 and 215°C. in origi-  
nal sample of crude  
cresylic acid.

As an indication of the results to be expected from this recommended method for the distillation of cresylic acid, we present the following data obtained upon a synthetic mixture of pure cresylic acid with neutral oil:—

Total tar acids present in sample = 75.1 per cent by weight.

(tar acid used was a fraction distilling between 189 and 215 deg. C.)

(neutral oil used was a fraction distilling between 236 and 325 deg. C.)

Distillation No. 1 (recommended method):—  
The distillate between 190 and 215 deg. C. was found to contain 73.5 per cent tar acids by weight.

Distillation No. 2 (recommended method):—  
190-215 deg. C. distillate contained 74.6 per cent tar acids.

Distillation No. 3 (recommended method):—  
190-215 deg. C. distillate contained 73.7 per cent tar acids.

Distillation No. 4 (recommended method):—  
190-215 deg. C. distillate contained 74.4 per cent tar acids.

Distillation No. 5 (recommended method):—  
190-215 deg. C. distillate contained 73.9 per cent tar acids.

\* Landolt-Borstein Phys. Chem. Tabellen, Ed. 5, Table 287, p. 1327.

† Based on the method of Weiss as modified by Hill, see (Ind. and Eng. Chem. 15, 799; 1923).

## Insect Powder

(From Page 51)

These insecticidal principles have only recently (1924) been discovered by Staudinger and Ruzicka, who have determined them to be two closely related complicated esters, which they have named Pyrethrin I and Pyrethrin II. These are present in the flowers to the extent of only 0.2 to 0.3%. They are exceedingly toxic to insects. They are soluble in the usual volatile solvents but not water or dilute acids which, therefore, do not extract them from the flowers.

During June, 1926, the United States exported 257,770 pounds of shoe polishes, valued at \$72,590. Canada and Cuba were the largest consumers of American shoe polishes. During the same period 171,895 pounds of metal polishes, with a value of \$27,181, and 231,068 pounds of other polishes, with a value of \$45,895, were exported.

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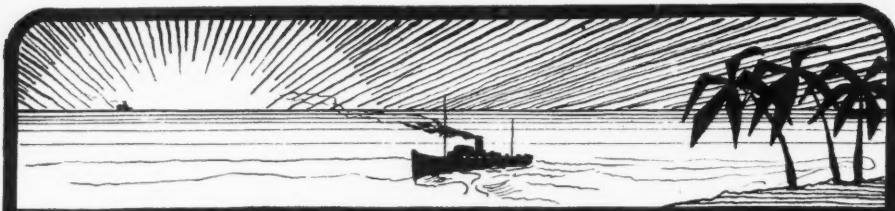
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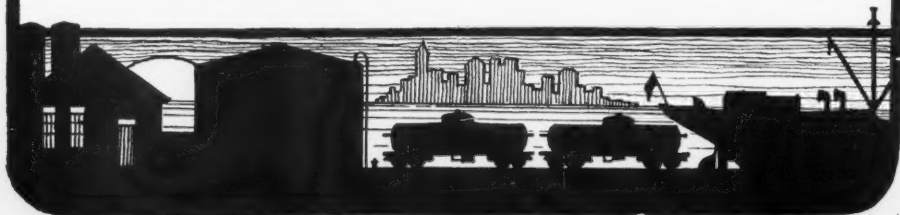
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## Market Report on TALLOW, GREASES AND OILS

(As of Sept. 8, 1926)

The predicted increased fall interest has already set in and the important items in this list have become quite active. The last ten days have seen more actual trading than for several weeks past and prices have become firmer and have advanced all through the list. Tallow moved up sharply as buying interest developed suddenly. Palm and coconut oils also registered increases. Olive oil foots and olive oil are considerably higher than a month ago and spot supplies have been sharply reduced, those on hand being held closely in strong quarters. Cottonseed oil showed little of interest and was the only important item in the list that did not move to much higher levels. It is thought that when spot supplies of some of the strong products are augmented they will probably ease off somewhat, but there is little indication that this will occur in the immediate future. The trade looks for continued better business from now on.

### COCONUT OIL

Buyers have shown considerably increased interest in coconut oil, as in most related products, the market having shown sustained activity in the past month and particularly in the last two weeks or ten days. European consumers have also been active and these facts coupled with higher copra prices in the Philippines have resulted in a stiffening of the market all along the line. Spot goods are inside at 97½c in quantity, with Coast offerings at 9¼c. October-December New York price is 93¼c.

### COTTONSEED OIL

Business in cottonseed oil has been of a spot-y nature, during the period closing, with most traders showing a preference toward waiting for more definite crop information than is available at this time. Even so, the past month has seen generally higher prices than in the previous period. Sales of P. S. Y., at as high as 14c were recorded, with the market closing at 13¼c. Crude made an appearance toward the latter part of August, ranging between 11 and 11¼c for immediate shipment from the South-east. Although crop reports have not given

any definite indication of the trend which the market is going to take they have been more bullish than anything, of late. Conditions have been generally reported fair, but indications are that, in some cotton producing sections, the weather has been unseasonable.

### GREASES

Sellers report a fairly active market at prices practically the same as those named a month ago. The range on house is from 77½c to 8c, yellow is offered at the same prices and white is quoted from 8½c to 11½c. The market is steady at these figures.

### FISH OILS

This market showed nothing outside of routine activity through the period closing. A fairly active and sustained demand is reported at prices unchanged from last month's figures. Cod is well maintained at from 60c to 62c a gallon, menhaden, light pressed, ranges from 65c to 67c, with whale at 78c for natural winter, 80c for bleached and 82c for extra bleached.

### OLEIC ACID

Is moving well into consuming channels at unchanged prices. Makers are asking 87½c for goods in tanks, with barrel quantities ranging from 93¼c upwards, according to quantity.

### OLIVE OIL

Spot stocks of commercial olive oil are usually not particularly large and in the summer this is especially true, so when considerable quantities of goods were taken off the market the middle of last month, some by consumers, as prices advanced, but most by factors in the trade, spot quotations advanced from a low of \$1.07 a gallon to \$1.30 for carlots named at the present time. Ranges to \$1.40 as to quantity. It is thought that when spot supplies are increased this figure will be somewhat lower, but shippers are asking more for their goods than they were a few weeks back.

### OLIVE OIL FOOTS

This market suddenly came to life, after months of comparative inactivity and prices jumped a full cent in a two-week period. Increased interest on the part of consumers, coupled with centralization of spot goods in strong hands aided the increase, but advancing

## VEGETABLE OILS

Crude Corn Oil

Crude Soya Bean Oil

Yellow Olive Oil

Olive Oil Foots

Palm Oil

Palm Kernel Oil

Cocoanut Oil

Red Oil

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Italian exchange was the principal factor in sending prices to the higher levels. Spot quotations and offers for shipment, up to the end of 1926, range from 9c to 9½c a pound. January-April shipment is named at 8½c. It is reported that Italian stocks are not large and with Spain asking even more than Italy the situation appears decidedly firm.

#### PALM OIL

Increased interest on the part of consumers has been reflected in prices in this market as in other fats, oils and greases. Spot Lagos is named at 8¼c to 8½c, with futures at 8½c. Niger is offered at 8½c on spot, with shipment goods inside at 8½c. The market is firm at these figures.

#### PALM KERNEL OIL

Spot tanks are named slightly under last month's closing figures. Sellers are asking 9½c a pound, and are not arousing a great deal of interest at this figure. Shipment figures are the same as spot quotations, leaving the future market practically dead.

#### TALLOW

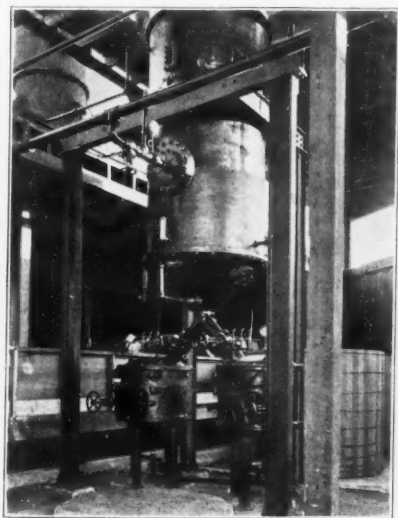
From a market of comparatively little activity, the middle of August, tallow has shown

more of interest in the past week or ten days than at any time during the summer months. Prices had gotten down to 8¼c, with only limited buying in evidence, consumers evidently expecting an additional break in quotations. When buying started, at this figure, it was well sustained and holders advanced their figures to 8½c, f.o.b. works. The last reported sales were at this figure and it is said that producers want from 8½c to 8¾c for their goods now. The market is firm both here and in the Middle West.

#### STEARIC ACID

Makers report a fairly active month, with prices steady at unchanged levels. Double pressed goods range from 12½c to 13c, and triple pressed acid is named at from 14½c to 15c, according to quantity.

Domestic exports of coconut oil totalled 1,974,230 pounds, valued at \$201,441, during July, 1926. Over 50% of the total export went to Canada. During the same period 4,106 pounds of soy bean oil, with a value of \$538, were exported. Cuba took 3,000 pounds of the total, and the rest was sent to Canada.



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## Market Report on ESSENTIAL OILS AND AROMATICS

(As of Sept. 7, 1926)

Although buying inquiry in American channels has not been overactive during the past month, essential oil prices generally have maintained a firm tone and in numerous instances, have turned upward owing to the stronger position of the French and Italian exchanges. Stronger markets have developed particularly in lavender and geranium. Bergamot, lemon, and orange oils have also firmed up materially. Anise and cassia reflected a stronger undertone. Citronella oils remained quiet during period. Peppermint moved downward steadily as was more or less expected in the trade.

### OIL ANISE

An upward tendency of prices in China during the month was reflected in a firmer spot position for anise oil. Prices tended higher and closed at 58c to 60c lb. for natural oil and 60c to 65c lb. for redistilled U. S. P. material.

### OIL BERGAMOT

On higher prices in Italy and advances in Italian exchange rates, bergamot prices have advanced again during the period. Closing quotations were inside at \$6.75 lb. for standard brands ranging to \$7.25. Market strongly controlled abroad.

### OIL CASSIA

Firmer, but with little change in prices since the last report. Spot technical oil was about \$1.85 with redistilled U. S. P. goods at \$2.10 up to \$2.25 lb.

### OIL CEDAR

Demand for cedarwood oil has continued in good volume at the low prices now ruling. Spot oil in drums was still quoted at 20c lb. ranging upward. Cedarleaf oil as to quality and seller, 85c to \$1.00 lb.

### OIL CITRONELLA

General dullness has ruled in citronella during the month. Demand has been routine and prices have remained unchanged. Ceylon oil spot in drums ranged from 42c lb. up to 46c as to seller. Java oil was held at 65c up to 75c lb.

### OIL GERANIUM

Geranium prices turned about during the month and moved upward both on better buying and higher prices from primary markets.

Shippers moved quotations up 25% to over \$3.00. On spot, however, it was still possible to buy Bourbon oil in drums at \$2.75 and \$2.90, although some sellers were asking higher. African oil was held on the same basis. (See Page 31.)

### OIL LAVENDER

The position of lavender firmed materially, especially for shipment, on the stronger position of the French franc. Prices on spot did not reflect any great change, although there was a firm undertone. Consumers apparently are not taking the lavender firmness very seriously at this time. Spot as to seller \$3.75 to \$4.25 lb. for flower oil. Spike \$1.00 up.

### OIL PEPPERMINT

The expected drop in peppermint quotations came during Aug.-Sept. Spot and shipment prices declined on new offerings and reports of a larger crop. Spot natural oil closed at \$8.75 to \$9.00 lb. and redistilled a dollar higher. Consumers are still uncertain of the market based on reports of a 700,000 lb. crop this year.

### METHYL SALICYLATE

Moving in large volume at unchanged prices both on contract and for spot goods. Named by makers at 36c to 40c lb. as to quantity and packing.

### SAFROL

Continued active demand for safrol at makers' prices. Competition continues to hold prices at current levels. Drums from works at 29c to 31c lb. Artificial sassafras at 25c to 28c lb. and in good demand, but subject to competitive market conditions.

### OIL PINE

Active demand for distilled pine oil during the month brought out an advance of 5c gal. by makers. New quotations are 60c gal. in drum lots for straw colored oil. Water white slightly higher.

### CUMARIN

The price of coumarin continues at low levels due to competition among manufacturers. Demand has been active during the month. Makers' schedules are inside at \$2.50 lb. ranging upward as to quantity.

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## Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of Sept. 7, 1926)

Various spots of activity among the chemical raw materials have developed during the month. Contract deliveries have remained in good volume on most items and there has been an expansion of demand for others. Prices generally show a strong tone. Where there have been price revisions, the changes have been mostly upward. Alcohol prices have shown a tendency to climb and some formulas of denatured grades have been advanced by producers. Cresylic acid was higher. Formaldehyde is very firm on the strength of wood alcohol. Uncertainty of glycerin buyers and the refusal of sellers to shade prices have held the market quiet. After moving upward for most of the month, rosin prices dropped off during the last week.

### ALCOHOL

Generally increased activity in denatured alcohol buying has brought a marked upward tendency in prices. For some formulas, producers have advanced quotations slightly.

### CRESYLIC ACID

Chiefly as a result of higher import costs, which have been in effect for some time, domestic sellers were forced to advance cresylic acid prices sharply early in September. Pale 97-99 was held at 61c to 66c gal. spot. Dark 95-97 was 60c to 65c gal.

### ALKALIES

Early September saw the usual seasonal expansion in contract shipments of soda ash and caustic soda. These were in excess of a particularly active summer period in alkali deliveries. Prices have shown no change from the schedule in effect. If demand continues to keep up to present proportions, contracts for 1927 alkali will not be written at any reduction of present schedules.

### GLYCERIN

The market for glycerin presents a two-sided aspect this month. Buyers are apparently not in need of immediate goods, but have fears of later fall buying. They are therefore offering slightly under sellers' prices for immediate and future material. Sellers, who also are somewhat afraid of a stringency developing this fall and winter, are not willing to shade to get business at this time. As a consequence, the market has stagnated. Eastern prices were:

dynamite, 27c to 27½c; C. P. 30c to 32c; lye 80% naked, 18c; saponification 88% 19¼c to 19½c. Chicago reported a similar condition at the close with prices a half to a cent under those named above.

### ROSINS

During the month, rosin prices gained further ground and closed some 25c bbl. over Aug. 4 for lower grades and \$1.25 for WG and WW. These figures were lower than those of the last week in August, but still well over a month ago. Rosin holds less and less interest for the soaper, apparently, as time goes on and prices remain at sky-high levels. New York closed at \$14.55 for B; \$16.05 for H; \$16.40 for M; \$17.25 for WG; \$17.50 for WW. Savannah was two dollars even under these figures at the close.

### CAUSTIC POTASH

Remains very firm on threat of advance by German syndicate for export shipments. Domestic makers quote unchanged at 7½ to 7¼c lb. works. Imported same basis. Liquid, 45% KOH, tanks at work at 3¼c lb. Demand for potash continues active on a broad scale.

### TRISODIUM PHOSPHATE

The continuation of heavy consumption of trisodium prevents any accumulation of stocks at plants. Makers have been running at full production for some time past and finding no difficulty in moving all their outputs. Prices firm at 4½c to 5c lb. works in bbls.

### PARADICHLOROBENZENE

Buying now is with a view to manufacturing requirements for 1927 finished products. Moving well for fly-spray and general insecticide uses. Prices firm at 20c to 22c lb. at works.

### CREOSOTE OIL

Both domestic producers and importers are apparently having no trouble moving their stocks of oils. Demand has been active and volume is reported on the increase. Prices are firm and unchanged at 14c to 15c gal. as to seller, position and grade. Tar acid oils quiet at 26c up to 30c gal.

### INSECT POWDER

The market has been very weak with lower prices this month. Good quality powder is down to 20c, although less can be done. Flowers are up 1c in Dalmatia at the close.



# CURRENT PRICE QUOTATIONS

## Chemicals

Acetone, C. P., drums	..lb.	.13	.14
Acid, Boric, bbls.	..lb.	.09½	.10
Cresylic, 95%, dk., drums	..gal.	.60	.65
97.99%, pale, drums	..gal.	.61	.66
Formic, 85%, tech.	..lb.	.10½	.11
Oxalic, bbls.	..lb.	.11	.13
Salicylic, tech.	..lb.	.28	.30
Sulfurous, 6% cbs.	..lb.	.06	.07
Adeps Lanae, hydrous, bbls.	..lb.	.16	.20
Anhydrous, bbls.	..lb.	.19	.22
Alcohol, Ethyl, U. S. P., bbls.	..gal.	5.00	5.25
Complete Denat., No. 5, drums ext.	..gal.	.32	.42
Ammonia Water, 26 deg., drums wks.	..lb.	.04	.06
18 deg. drums wks.	..lb.	.03½	.04
Ammonium Carbonate, tech., bbls.	..lb.	.11	.14
Bay Rum, Porto Rico, denat., bbls.	..gal.	.85	.95
St. Thomas, bbls.	..gal.	.85	.90
Benzaldehyde, U. S. P.	..lb.	1.20	1.40
Technical	..lb.	.68	.72
Bleaching Powder, drums	..100 lb.	2.40	3.00
Borax, pd., cryst., bbls., kgs.	..lb.	.05½	.06
Carbon Bisulphide, drums	..lb.	.06	.07
Carbon Tetrachloride	..lb.	.06½	.07
Cautic, see Soda Cautic, Potash Cautic			
China Clay, filler	..ton	20.00	40.00
Creosote, U. S. P., carby.	..lb.	.42	.45
Cresol, U. S. P., carby.	..lb.	.24	.25
Creosote Oil, drums	..gal.	.14	.17
Epsom Salt tech.	..100 lb.	2.00	2.25
U. S. P., bbls.	..100 lb.	2.50	3.00
Formaldehyde, bbls.	..lb.	.10½	.11
Fullers Earth, bags	..ton	25.00	35.00
Glycerin, C. P., drums	..lb.	.30	.32
Dynamite, drums	..lb.	.27	.28
Saponification, tanks	..lb.	.19½	.20
Soap, Lye, tanks	..lb.	.18	.19
Hexalin, drums	..gal.	4.75	5.00
Iodine, resubl. jars	..lb.	4.65	4.90
Iodoform, bottles	..lb.	6.00	6.50
Kieselguhr, bags	..ton	65.00	75.00
Lanolin, see Adeps Lanae			
Lead Acetate (Sugar Lead), white	..lb.	.15	.16
Lime, live, bbls.	..100 lb.	1.10	1.20
Menthol cases	..lb.	4.75	5.25
Synthetic	..lb.	3.75	4.00
Mercury Bichloride, kegs	..lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	..lb.	.06½	.08
Nitrobenzene (Myrbane), drums	..lb.	.10	.11
Paraffin, cases, slabs	..lb.	.07½	.10
Paradichlorobenzene, bbls.	..lb.	.20	.22
Paraformaldehyde, cases	..lb.	.45	.50
Petrolatum, bbls. (as to color)	..lb.	.03	.13
Phenol (Carbolic Acid), drums	..lb.	.18	.22
Pine Oil, bbls.	..gal.	.69	.72
Potash, Cautic, drums	..lb.	.07½	.08
Potassium Bichromate, casks	..lb.	.09	.09½
Pumice Stone, powd.	..100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lb. bbl.	..bbl.	14.55	16.05
Grade K to N	..bbl.	16.25	16.75
Grade WG and WW	..bbl.	17.25	17.50
Rotten Stone, powd., bbls.	..lb.	.02½	.05
Silica, Ref., floated	..ton	20.00	30.00
Soda Ash, Contract, wks., bags	..100 lb.	1.38	1.50
Five bbls. up, local	..100 lb.	2.29	2.50
Soda Cautic, Contract, wks. slid.	..100 lb.	3.10	3.30
Five drums up, solid, local	..100 lb.	3.76	3.90
Five drums up, grnd. flk.	..100 lb.	4.41	4.65
Soda Sal, bbls.	..100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	..100 lb.	3.00	3.75
Sodium Chloride (Salt)	..ton	13.00	20.00
Sodium Fluoride, bbls.	..lb.	.09	.10
Sodium Hydrosulphite, bbls.	..lb.	.24	.28
Sodium Phosphate, bbls.	..lb.	.05	.06
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	..100 lb.	.80	1.25
Drums, 60 deg., wks.	..100 lb.	1.70	2.00
In tanks, 10c less per hundred wks.			
Tar Acid Oils, 15-25%	..gal.	.26	.30
Zinc Stearate, bbls.	..lb.	.21	.23

## Oils—Fats—Greases

Castor, No. 1, bbls.	..lb.	.12¾	.13
No. 3, bbls.	..lb.	.11¾	.12
Blown, bbls.	..lb.	—	.15¾
Coconut, bbls., N. Y.	..lb.	.097½	.41
Tanks, Coast	..lb.	—	.09¼
Edible, bbls., N. Y.	..lb.	—	.12
Cod, Newfoundland, bbls.	..gal.	.60	.65
Tanks, N. Y.	..gal.	.58	.60
Copra, bags	..lb.	—	.05½
Corn, ref., bbls., N. Y.	..lb.	—	.15
Crude, tanks mills	..lb.	—	.09¾
Bbls., N. Y.	..lb.	—	.13
Cottonseed, crude, tanks mill.	..lb.	—	—
PSY, bbls., N. Y.	..lb.	.13¼	.14
Degras, Amer., bbls., N. Y.	..lb.	.04¾	.05
English, light, bbls., N. Y.	..lb.	.05½	.06
Brown, bbls., N. Y.	..lb.	.05	.05½
Light brown, bbls., N. Y.	..lb.	.04½	.04¾
Dark, bbls., N. Y.	..lb.	.04	.04½
Neutral, bbls., N. Y.	..lb.	.08½	.09
Greases, choice white, bbls., N. Y.	..lb.	.08½	.11
Yellow	..lb.	—	.07¾
Brown	..lb.	—	.07¼
House	..lb.	—	.07¾
Bone naphtha	..lb.	—	.07¾
Lard, prime steam, tierces	..lb.	—	.15¾
Compound, tierces	..lb.	.14½	.15
Lard Oil, edible prime	..lb.	—	.17
Off prime, bbls.	..lb.	—	.14½
Extra, bbls.	..lb.	—	.12½
Extra, No. 1, bbls.	..lb.	—	.11¾
No. 2, bbls.	..lb.	—	.11¼
Linseed, raw, bbls., spot	..lb.	.11½	.12
Tanks, raw	..lb.	—	.10½
Boiled, 5 bbl. lots	..lb.	—	.12¼
Menhaden, crude, bbls., works	..gal.	.47½	—
Crude, tanks, Balt.	..lb.	.65	.65
Light pressed, bbls.	..lb.	.68	.70
Yellow, bleached, bbls.	..gal.	.70	.72
Extra bleached, bbls.	..gal.	—	.72
Oleo Oil, No. 1, bbls., N. Y.	..lb.	—	.12½
No. 2, bbls., N. Y.	..lb.	—	.11¾
No. 3, bbls., N. Y.	..lb.	—	.11
Olive, denatured, bbls., N. Y.	..gal.	—	1.30
Edible, bbls., N. Y.	..gal.	2.00	2.30
Foots, bbls., N. Y.	..lb.	.09	.09½
Shipments	..lb.	.08¾	.09
Palm, Lagos, casks	..lb.	.08¾	.09
Niger, casks	..lb.	.08¾	.08¾
Palm Kernel, tanks, N. Y.	..lb.	—	.09¾
Peanut, refined, bbls., N. Y.	..lb.	.15	.16
Crude, bbls., N. Y.	..lb.	—	.13
Red Oil, distilled, bbls.	..lb.	—	.09½
Saponified, bbls.	..lb.	.10¾	.11½
Tanks	..lb.	—	.087½
Soya Bean, crude, tks., Pacific Coast	..lb.	—	.10½
Crude, tanks, N. Y.	..lb.	—	.13½
Crude, bbls., N. Y.	..lb.	—	.14
Refined, bbls., N. Y.	..lb.	—	.14¾
Stearic Acid, s. p. 200 lb. bags	..lb.	—	.12½
Double pressed	..lb.	.12½	.13
Triple pressed, bgs.	..lb.	.14½	.15
Stearine oleo, bbls.	..lb.	.12¼	.12½
Tallow, edible tierces	..lb.	.10	.10¾
City, extra loose	..lb.	.08½	.08¾
Tallow oils, acidless, tanks, N. Y.	..lb.	.11½	.12
Bbls., c/1, N. Y.	..lb.	—	.12
Whale, nat. winter, bbls., N. Y.	..gal.	—	.78
Blchd., winter, bbls., N. Y.	..gal.	—	.80
Extra blchd., bbls., N. Y.	..gal.	—	.82

# HENDERSON

## Labels and Package Dressings

FOR

### Soaps, Perfumes and Toilet Preparations

are unsurpassed in quality, attractiveness and price.

Our sixty-eight years experience insures EXPERT attention to all the details of your specific order.

*We Carry the*

LARGEST LINE OF HIGH GRADE, EXCLUSIVELY DESIGNED  
STOCK LABELS FOR PERFUMES AND TOILET  
PREPARATIONS IN THE WORLD

For \$2.00 we'll send you our complete sample line, approximately 1400 designs. The \$2.00 will then be credited to you on receipt of your order.

THE HENDERSON LITHOGRAPHING COMPANY  
4530 MAIN STREET NORWOOD. CINCINNATI, OHIO

# DIAMOND

## QUALITY ALKALI

*for*

## SOAP MANUFACTURERS

58% SODA ASH  
(99% PURE)



76% CAUSTIC SODA  
(ACTUAL TEST)

YOUR REQUIREMENTS WHETHER THEY CALL FOR A TON OR A CARLOAD  
CAN BE EFFICIENTLY SERVED BY THIS ORGANIZATION.

DIAMOND ALKALI CO., PITTSBURGH, PA.

WAREHOUSE STOCKS IN ALL THE PRINCIPAL CITIES

Almond  
Bitter  
Sweet  
Apricot  
Anise  
U.  
Bay,  
Bergamot  
Art  
Birch  
Cru  
Bois  
Cade,  
Cajup  
Calam  
Camp  
Wh  
Canan  
Rec  
Cassia  
Red  
Cedar  
Cedar  
Citron  
Java  
Cloves  
Copaiba  
Eriger  
Eucaly  
Fennel  
Gerani  
Bou  
Hemloc  
Laven  
Spice  
Lemon  
Lemon  
Linaloe  
Neroli  
Petals  
Artifi  
Nutmeg  
Orange  
Sweet  
Italia  
Distil  
Origana  
Patchou  
Pennyro  
Imper  
Peppern  
Rolis  
Jap.  
Petit G  
Pinus S  
Punil  
Rose, F  
Bulgar  
Artific  
Rosemar  
Tech.  
Sandalw  
W. In  
Sassafras  
Artific  
Spearmin  
Spruce  
Thyme  
White  
Tech.  
Vetiver  
Java  
Ylang Y

# CURRENT PRICE QUOTATIONS

(Continued)

## Essential Oils

Almond, Bitter, U. S. P. ....lb.	2.90	3.50
Bitter, F. F. P. A. ....lb.	3.00	3.75
Sweet, cans .....lb.	.85	.95
Apricot, Kernel, cans .....lb.	.60	.65
Anise, Tech., cans .....lb.	.58	.60
U. S. P., cans .....lb.	.60	.65
Bay, tins .....lb.	2.00	2.10
Bergamot, coppers .....lb.	6.75	7.00
Artificial, cans .....lb.	2.00	2.20
Birch Tar, rect., bot. ....lb.	.55	.60
Crude, tins .....lb.	.18	.20
Bois de Rose, tins .....lb.	2.35	2.50
Cade, cans .....lb.	.27	.29
Cajuput, native, tins .....lb.	.75	.80
Calamus, bot. ....lb.	3.75	4.00
Camphor, Sassy, drums .....lb.	—	14½
White, drums .....lb.	.11½	.12
Cananga, native, tins .....lb.	5.75	6.00
Rectified, tins .....lb.	6.00	6.25
Cassia, 80-85% .....lb.	1.90	2.00
Redistilled, U. S. P., cans .....lb.	2.10	2.25
Cedar Leaf, tins .....lb.	.85	1.00
Cedar Wood, light, drums .....lb.	.20	.23
Citronella, Ceylon, drums .....lb.	.42	.45
Java, drums .....lb.	.65	.70
Cloves, U. S. P., cans .....lb.	1.70	1.80
Copaiba .....lb.	.40	.45
Erigeron, 20 lb. tins .....lb.	6.00	6.25
Eucalyptus, Austl., U. S. P., cans .....lb.	.52	.55
Fennel, U. S. P., tins .....lb.	.80	.90
Geranium, African, cans .....lb.	2.75	3.00
Bourbon, tins .....lb.	2.75	3.00
Hemlock, tins .....lb.	.85	.90
Lavender, U. S. P., tins .....lb.	3.75	4.25
Spike, Spanish, cans .....lb.	1.00	1.30
Lemon, Ital., S. P. ....lb.	2.60	2.75
Lemongrass, native, cans .....lb.	1.05	1.10
Linaloe, Mex., cases .....lb.	2.40	2.50
Neroli, Bigarde, ½ & 1 lb. bot. ....lb.	75.00	100.00
Petale, 1 lb. bot. ....lb.	100.00	125.00
Artificial, 1 lb. bot. ....lb.	10.00	20.00
Nutmeg, U. S. P., tins .....lb.	1.65	1.70
Orange, bitter, tins .....lb.	2.70	2.90
Sweet, W. Ind., tins .....lb.	2.60	2.75
Italian, cop. ....lb.	2.75	3.00
Distilled .....lb.	1.70	1.80
Origanum, cans tech. ....lb.	.25	.28
Patchouli .....lb.	6.75	7.00
Pennyroyal, dom. ....lb.	2.25	2.50
Imported .....lb.	2.00	2.10
Peppermint, nat. cases .....lb.	9.00	9.50
Redis, U. S. P., cases .....lb.	10.00	10.50
Jap. demen. (in bond) .....lb.	3.00	3.25
Petit Grain, S. A., tins .....lb.	2.00	2.10
Pinus Sylvestris .....lb.	.85	1.25
Pumilio, U. S. P. ....lb.	2.25	2.50
Rose, French .....oz.	9.00	9.50
Bulgarian .....oz.	9.50	11.00
Artificial .....oz.	2.00	2.75
Rosemary, U. S. P., drums .....lb.	.50	.60
Tech., lb. tins .....lb.	.40	.45
Sandalwood, E. Ind., U. S. P. ....lb.	7.10	7.25
W. Indian (Amayris) .....lb.	1.80	2.00
Sassafras, U. S. P. ....lb.	.80	1.00
Artificial .....lb.	.25	.28
Spearmint, U. S. P. ....lb.	7.00	7.25
Spruce .....lb.	.85	.90
Thyme, red, U. S. P. ....lb.	.75	.80
White, U. S. P. ....lb.	.95	1.00
Tech. ....lb.	.65	.70
Vetiver, Bourbon .....lb.	15.00	17.00
Java .....lb.	20.00	22.00
Ylang Ylang, Bourbon .....lb.	6.00	8.00

## Aromatic Chemicals

### ISOLATES

Anethol .....lb.	1.00	1.25
Citral .....lb.	2.75	3.00
Citronellal .....lb.	2.50	3.00
Eucalyptol, U. S. P. ....lb.	.90	.95
Eugenol, U. S. P. ....lb.	2.75	3.00
Geraniol, Domestic .....lb.	2.25	3.50
Imported .....lb.	2.50	3.75
Iso-Eugenol .....lb.	3.75	3.90
Linalool .....lb.	4.50	6.50
Rhodinol .....lb.	16.00	20.00
Safrol .....lb.	.29	.31
Thymol, U. S. P. ....lb.	3.50	3.60

### SYNTHETICS

Acetophenone, C. P. ....lb.	3.50	3.75
Benzaldehyde, tech. ....lb.	.70	.75
Benzyl Acetate .....lb.	1.35	1.50
Alcohol .....lb.	1.45	1.50
Benzoate .....lb.	1.10	1.25
Citronellol .....lb.	6.00	9.00
Citronellyl Acetate .....lb.	13.00	14.00
Coumarin .....lb.	2.50	2.75
Geranyl Acetate .....lb.	4.50	5.00
Heliotropin, dom. ....lb.	1.75	2.00
Hydroxycitronellal .....lb.	10.00	11.00
Indol, CP .....oz.	6.00	6.50
Ionone .....lb.	6.00	9.00
Linalyl Acetate .....lb.	3.50	7.50
Menthol .....lb.	3.75	4.00
Methyl Acetophenone .....lb.	3.75	4.25
Anthranilate .....lb.	2.50	3.25
Paracresol .....lb.	8.00	9.00
Salicylate, U. S. P. ....lb.	.37	.42
Mirbane, rect. ....lb.	.11	.15
Musk Ambrette .....lb.	7.00	8.00
Ketone .....lb.	7.00	10.00
Xylene .....lb.	2.75	3.25
Phenylacetaldehyde .....lb.	7.00	8.50
Phenylacetic Acid, 1 lb. bot. ....lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot. ....lb.	5.50	6.50
Terpinyl Acetate, 25 lb. cans. ....lb.	1.10	1.40
Terpeneol, CP, 1,000 lb. drs. ....lb.	.30	.31
Cans .....lb.	.32	.33
Vanillin, U. S. P. ....lb.	7.00	7.50

### Miscellaneous

Insect Powder, bbls. ....lb.	.20	.22
Concentrated Extract .....gal.	—	2.25
Gums—		
Arabic, Amb. Sts. ....lb.	.12	.14
White, powdered .....lb.	.19	.20
Karaya .....lb.	.10	.15
Tragacanth, Aleppo, No. 1 .....lb.	1.55	1.65
Sorts .....lb.	.50	.60
Turkish, No. 1 .....lb.	1.20	1.30
Waxes—		
Bayberry, bgs. ....lb.	.21	.22
Bees, white .....lb.	.60	.65
African, bgs. ....lb.	.42	.45
Refined, yel. ....lb.	.47	.50
Candelilla, bgs. ....lb.	.35	.37
Carnauba, No. 1 .....lb.	.56	.57
No. 2, Yel. ....lb.	.50	.52
No. 3, Chalky .....lb.	.38	.40
Japan, cases .....lb.	.19	.20
Paraffin, ref. 125-130. ....lb.	.06½	.07
Pine Oil, stu. dist. ....gal.	.69	.72
Tar Oil, bbls. dist. ....gal.	.50	.55
Commercial grade .....gal.	.32	.40

## *Chemicals and Soapmakers' Supplies*

CRUDE AND REFINED GLYCERINE  
 OLIVE OIL FOOTS CAUSTIC POTASH  
 EMPTY DRUMS OLIVE OIL  
 FATS, GREASES AND OILS

### PARSONS & PETIT

ESTABLISHED 1857

63 BEAVER STREET - NEW YORK

*Distributors for*  
 DIAMOND ALKALI CO.  
 Caustic Soda' Soda Ash

*Agents for*  
 EMIL FOG & FIGLI  
 MESSINA ITALY  
 Essential Oils

## MENTHOL-Y

Reg. U. S. Pat. Office

*Chemically identical with Japanese Menthol*

Recommended for use in tooth pastes and  
 other dentifrices, toilet preparations, etc.

Send for a Testing Sample

also

### THYMOL, U. S. P.



The New York Quinine & Chemical Works, Inc.

100 North 11th St., Brooklyn, N. Y.

St. Louis Depot — 304 South 4th St.

## Trade Mark Record

(From Page 45)

March 12, 1926. Serial No. 228,546. Published June 7, 1926.

217,457—Insecticide adapted to be used in a sprayer. The R. M. Hollingshead Co., Camden, N. J. Filed April 21, 1926. Serial No. 230,483. Published June 15, 1926.

217,449—Toilet and Shaving Soaps. The Palm Olive Company, Chicago, Ill. Filed April 17, 1926. Serial No. 230,349. Published June 1, 1926.

217,458—Soap. Van Wie Soap Works, Galesville, Wis., Filed March 31, 1926. Serial No. 229,481. Published June 15, 1926.

217,247—Toilet Soap. Colgate & Company, Jersey City, N. J. Filed October 26, 1925. Serial No. 222,313. Published June 15, 1926.

217,316—Insecticides, deodorants and disinfectants. Standard Oil Company (New Jersey), Bayonne, N. J. Filed April 27, 1926. Serial No. 230,807. Published June 15, 1926.

217,253—Soap and soap powder. Jonathan Levi Co., Inc., Schenectady, N. Y. Filed November 9, 1925. Serial No. 223,039. Published February 9, 1926.

## Classified Advertising

(From Page 71)

of large almonds. This soap is now sold in Cuba and made by an American firm. Will the manufacturer communicate with Manuel Ibanez, Av. 2 Oriente 8, Puebla, Mexico.

**Disinfectant Manufacturer** has opening for experienced man who can take charge of plant for making disinfectant and liquid soap specialties. Must be thoroughly experienced and able to handle plant help. Communicate with J. D., Box 163, care of SOAP.

The American Consul at St. Michael's reports that a firm in the Azores desires to secure purchasers for lavender oil and other essential oils. Interested parties may communicate with the Chemical Division, Department of Commerce.

### Wonders of Nature

Katy: What's in that package?

Did: Insect powder.

Katy: Insect powder! Well, good gracious, who'd think that bugs knew enough to powder their little noses!

# LIQUID CAUSTIC POTASH

45% KOH Liquor—half the strength of 88-92% Fused

In tank cars and returnable drums—55 and 110 gal.

**Saves money, time, temper and labor.**

## Benzaldehyde

(Artificial Oil of Bitter Almonds)

Tech., U. S. P. IX, F. F. C.

In tin-lined drums,  
100 lb. and 40 lb. carboys.

## Paradichlorobenzene

(Pure)

For making deodorizing  
blocks, moth preventatives,  
etc. Barrels, Kegs and Cans.

# SEMET SOLVAY COMPANY

*Sales Department*

40 RECTOR STREET

NEW YORK CITY

Soapmakers' Standard  
for two generations

"N" Brand  
Silicate

Shipments are made in barrels, drums  
or tank cars from Quartz Quality  
Works located at:

Chester, Pa.                      Rahway N. J.  
St. Louis, Mo.                  Anderson, Ind.

Gardenville, N. Y.  
Kansas City, Kans.

**Philadelphia Quartz Co.**  
Philadelphia, Pa.

Established 1831

## FOR SALE

Good Equipment at Bargain Prices

- 1 New Albright Well Amalgamator
- 4 Chippers, 20", 24", 30".
- 8 Crutchers—Dopp & H-A—Strunz—1500 #, 3000 #, 3600 #
- 200 Soap Frames—600 #, 1200 #, 1500 #
- 2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
- 2 Steel Mills—H-A, 14"x36", 5 Roll
- 1 Blanchard Mill—10A
- 3 Plodders—H-A, 8" and 10"—Huber 10"
- 10 Foot Presses—H-A, Huber, Dopp, Emire
- 2 Scouring Presses—H-A
- 2 Power Presses—Ralston, Jones
- 3 Remelters—Acme 30"x12½", 2 H-A 42"x6'
- 1 Slabber—H-A 600"
- 1 Continuous Chip Dryer—Proctor & Schwartz 1500 #
- 1 Glycerine Evaporator—Garrigue Complete
- 15 Filter Presses—12", 18", 24", 30", 36", 42"
- 75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
- 4 Soap Kettles—4 Kettles 50 tons each.
- 50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

SEND FOR OUR LIST  
SELL US YOUR IDLE EQUIPMENT

**Consolidated Products Co., Inc.**

15 Park Row, New York City

FOR IMMEDIATE LIQUIDATION FROM  
Long Island Soap Co.  
THESE ITEMS MUST BE REMOVED  
REGARDLESS OF COST

**Crutchers—**  
4 Houchin-Aiken Jacketed (Vert.), 1200, 1500, 3000 & 6500 lbs.

**Cutters and Slabbers—**  
1 Huber wood frame cross cutting table (power)  
2 Huber wood Slabber (hand power)  
1 Houchin-Aiken wood Slabber (power)  
1 Houchin-Aiken steel frame Slabber (power)

**Dryer—**  
1 Sargent Automatic Soap Chip Dryer, 1200 # per hour, complete with Chilling rolls.

**Filter Presses—**  
8 Filter Presses, Iron, 18, 24, 30, 36 & 42 in. sq.

**Engines—**  
6 Vertical Engines, 15 and 25 H.P.

**Evaporator—**  
1 Garrigue Glycerine 48" dia. 3 section complete with salting out pan, pumps, etc.

**Stone Mills—**  
2 18" x 24", 4 roll

**Presses—**  
2 Houchin-Aiken Foot Press. Empire State.  
1 Jones Automatic Press

**Frames—**  
350, 600, 1200 # capacity—steel sides

**Pumps—**  
4 Worthington Duplex Steam Pumps  
9 Centrifugal and Rotary Iron Pumps

**Plodders—**  
4 6", 8" & 10" Houchin-Aiken

**Tanks and Kettles—**  
30 Jacketed Iron Kettles, 10-2000 gals.  
20 Steel Storage Tanks, 100-12000 gals.  
10 Copper & Aluminum Jacketed Kettles, 10 to 200 gals.

4 Vert. Copper Storage Tanks, 1400 gals.  
Wrapping Machines, Etc., Etc.

**STEIN-BRILL CORP.**

25 CHURCH STREET

PHONE! New York City WRITE!  
Phones—Rector 3168-9

Give Your Product a  
Greater Appeal with

## Pylam Soap Colors

FAST TO LIGHT AND ALKALI

THEY  
STAND  
UP UNDER  
ALL CONDITIONS  
AND PROCESSES  
OF MANUFACTURE

**SOAPS**  
**BATH SALTS**  
**BATH TABLETS**  
**DISINFECTANTS**  
**PERFUMES**

INEXPENSIVE  
BRILLIANT  
UNIFORM  
PURE

Send for Free Samples

**Pylam Products Company**

Manufacturing Color Chemists

799 Greenwich Street, New York, N. Y.

